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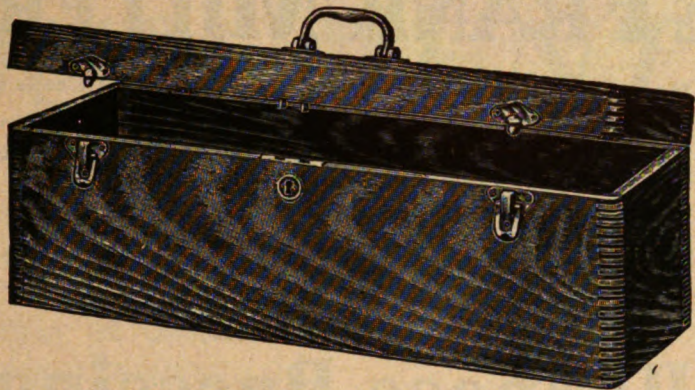
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ELECTRICIANS' TOOL CHESTS

**ELECTRICIANS' TOOL CHEST, No. 1000**

is a portable Tool Chest and can be conveniently carried in the hand. It is made of
with locked corners, filled and varnished; has lock; box hinges; brass plated elbow
lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in
carried by hand. Inside measurements, 17 ins. long, $5\frac{1}{2}$ ins. deep. Price, each, \$2.75

ELECTRICIANS' TOOL CHEST, No. 1001

No. 1001 is the same as the No. 1000, except the inside measurements, which are 21
 $\frac{1}{2}$ ins. wide, and 7 ins. deep inside. Price, each, \$3.20

weighs $8\frac{1}{2}$ lbs. crated.
 $\frac{3}{4}$ lbs. not crated.

Packed four in a crate.

No. 1001 weighs 11 lbs. crated.
Weighs 6 lbs. not crated.

Particulars to **C. E. JENNINGS & CO.,** 42 Murray Street, NEW YORK

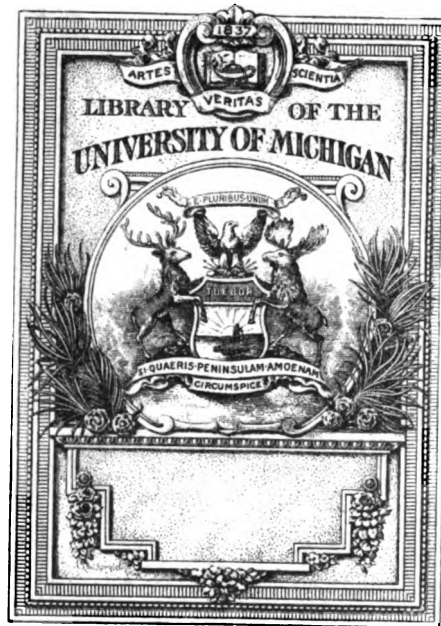
THIS IS IT BLUE BODY WITH YELLOW JACKET

The Only BLUE SQUARE with yellow
graduations

For Particulars write

SOUTHINGTON CUTLERY CO.,

42 Murray Street, NEW YORK



A
9
A
H

Increase your Sharpening Stone Sales through the medium of the
Pike Selling Assortments.

JULY, 1906

UNIV. OF MICH.
 JUL 12 1906

HARDWARE DEALERS' MAGAZINE

STEVENS

Up-to-date and practical features in
 the STEVENS-MAYNARD, JR., and
FAVORITE RIFLES

Also DOUBLE GUNS,
MEAN BIGGER SALES

Ask your Jobber. Send for
 Insist on STEVENS
 STEVENS, descriptive matter
 See page 178

J. STEVENS ARMS & TOOL CO.

P. O. Box 225,
 CHICOPEE FALLS, MASS., U. S. A.



TEN CENTS
 A COPY

PUBLISHED BY DANIEL T. MALLETT AT 253 BROADWAY NEW YORK

ONE DOLLAR
 A YEAR

CHAIN

Doz Chains
 Cow Chains
 Coil Chains

COMMUNITY

Chains for all kinds of Machinery

SPRING HINGES,
 USED ON ALL KINDS



STAINLESS STEEL BULLIO Dealers Garry 147-143 Cedar Street, New York City

30

EXCELSIOR

ALL GRADES
For All Purposes

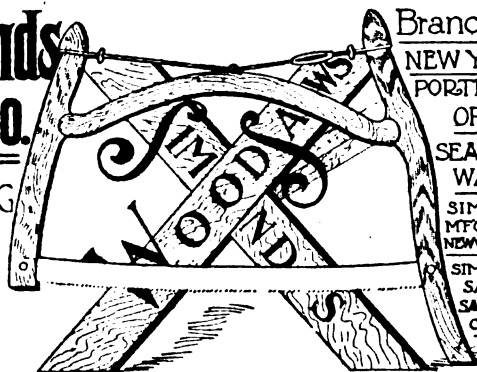
THEO. P. HUFFMAN & CO.
648-650 West 34th St., NEW YORK CITY



Write for Discount
Including Delivery
"DO IT NOW"

COOK'S PATENT LEVEL
MADE IN
Wood, Iron and Aluminum.
Accuracy and adjustment guaranteed.
Of all jobbers or catalogue on request
DAVIS & COOK, Watertown, N. Y.
N. Y. Representative, E. T. KIGGINS,
103 Chambers Street.

**Simonds
Mfg Co.**
FITCHBURG
MASS
CHICAGO,
ILL



Branches
NEW YORK
PORTLAND
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SIMONDS
MFG CO LTD
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SIMONDS
SAW CO
SAN FRANCISCO

THE "SPECIAL" SAW SET



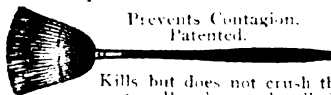
MY
TRADE MARK
ON ALL MY GOODS

They Make Good

All of our Tools are made perfect and are fully guaranteed in every particular.

CHAS. MORRILL, 275 Broadway, New York

The Bigelow Wire Fly Killer
Indispensable for the Household



Prevents Contagion.
Patented.

Kills but does not crush the fly or mosquito. Popular with all Housekeepers.

Sanitary Wire Sink Brush

Will not rust. Non-Absorbent.
Patented.



No disease germ can adhere to the Brush. Sold by the Hardware Trade.



J. F. BIGELOW, MFR., Worcester, Mass. New York Agents, Wilson Bros., 107 Chambers St. Display Holder

EXTRAORDINARY CARE

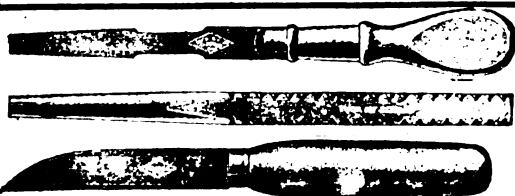
is used in the manufacture and treatment of "OHIO" PLANE IRONS

Extra high-grade steel, treated as it should be by men skilled in this business, and our long experience in the manufacture of high-grade edge tools, assure the hardware merchant who sells "Ohio" goods that he is handling a line that will please his most particular and valued customers.

We manufacture a large line of PLANES both IRON and WOOD, CHISELS, DRAWING KNIVES, AUGER BITS, SPOKE-SHAVES, BENCH and HAND SCREWS, ETC.

NOTE:—WE DO NOT SELL CATALOGUE HOUSES

Ohio Tool Company, COLUMBUS, OHIO, AUBURN, N. Y. U.S.A.



Established 1852

TUCK MFG. CO.

BROCKTON, MASS.

MANUFACTURERS OF

Fine Tools, Cutlery and Springs

NAIL SETS OF ALL SIZES AND KINDS

Send for Tool Catalogue



DOOR BELLS

We manufacture a full line of Door Bells and Escutcheons in all finishes. Write for our descriptive catalogue

THE STARR BROS. BELL CO.

EAST HAMPTON,

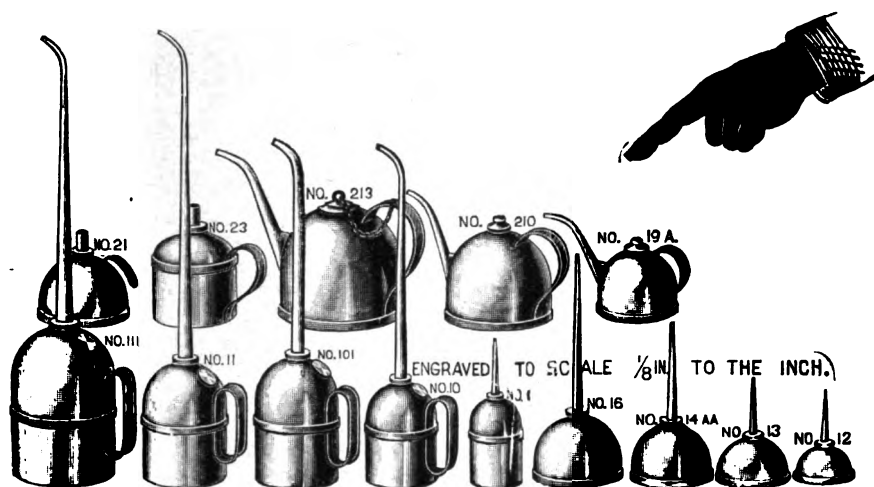
CONNECTICUT



THE STAR SAFETY CORN RAZOR

**WHY SHOULD YOU SUFFER ?
Be Your Own Chiropodist**

Price \$1.00. Full descriptive circular mailed on request



The Best Oilers Made

Copperized and Nickel Plated

Manufactured from best quality of Cold Rolled "Swedoh" Steel, prepared at our Rolling Mills.

All goods subjected to a most rigid system of inspection before being packed for shipment.

STEEL

For Pressed, Stamped and Drawn Work. Also

CRUCIBLE STEEL

For Cutlery Work, Springs, Etc.

All our goods guaranteed to be as represented. Write us about your requirements; we shall be glad to figure with you on the manufacture of sheet steel hardware specialties under contract or on a royalty basis.

The American Tube and Stamping Co.

New York Office:

258 BROADWAY.

Main Office and Works:

BRIDGEPORT, CONN.

Durability and Economy

are two of the many points of superiority in Pitkin's Barn Paint. It is durable because it is made from one of the most permanent paint pigments known, namely, Oxide of Iron, which we specially import from England because of its bright and permanent color; because it "wears like iron" and because it is free from acids that attack and kill the oil in the paint.

□ □ Pitkin's Barn Paint is economical because it prevents the ravages of decay, that mortal enemy of all lumber; because it is definitely guaranteed to *wear* five years, which guarantee we cheerfully make good if it fails, and because any one can apply it, thereby saving the expense of a painter.

□ □ On 50 and 100 gallon orders we give discounts and freight allowances that will make our price proposition very attractive to you; *write us for it.*

□ □ Pitkin's Barn Paint is an article on which you can make 75 per cent. profit with a very small investment.

GEO. W. PITKIN CO.

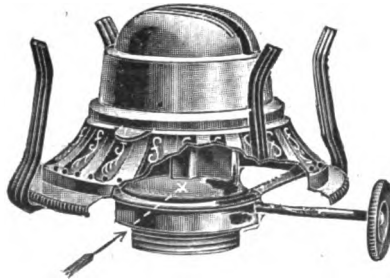
Paint and Color Makers. Originators of Barn Paint

Founded 1868

CHICAGO

AVOID FIRE !

If You Want Good Lamp-Burners, Buy



THE BANNER

ALL BRASS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw-part open, so that dust, dead insects, or charred portions of wick may collect, and, becoming saturated with oil, are liable to catch fire. **Ours Don't.**

Send for our Catalogue of Burners and Lamps

THE PLUME & ATWOOD MFG. CO.

Factory: WATERBURY, CONN.

29 Murray St., NEW YORK

199 Lake St., CHICAGO



A good many dealers like their own name on AMERICA Alarm Dials—it's a standing "ad" that somebody else pays for.

Ask your jobber or write us about this.

THE
Western Clock Mfg. Co.
LA SALLE, ILL.

YALE

PADLOCKS

What we do for you if you carry Yale Padlocks in stock

WE furnish advertising matter with your name and address which reaches customers

WHEN AT HOME

32 page, two-color "Book about Padlocks." (Illustrated)

Package Labels

Guarantee Slips	Envelopes
Rubber Stamp	Leaflets
Catalogues	Tags

WHEN GOING TO AND FROM HOME

Street Car Cards
Newspaper Ads
Electrotypes or Half-tones for Circulars

WHEN AT THE STORE

Window Sign Display Hanger
Your Own Business Card
Sample Board with twelve YALE PADLOCKS; made easel-wise and stoutly backed with board

Every piece of Printed Matter bears your name and address in a conspicuous place.

Write to us for "Suggestions for Selling Yale Padlocks," 32 pages. (Illustrated)

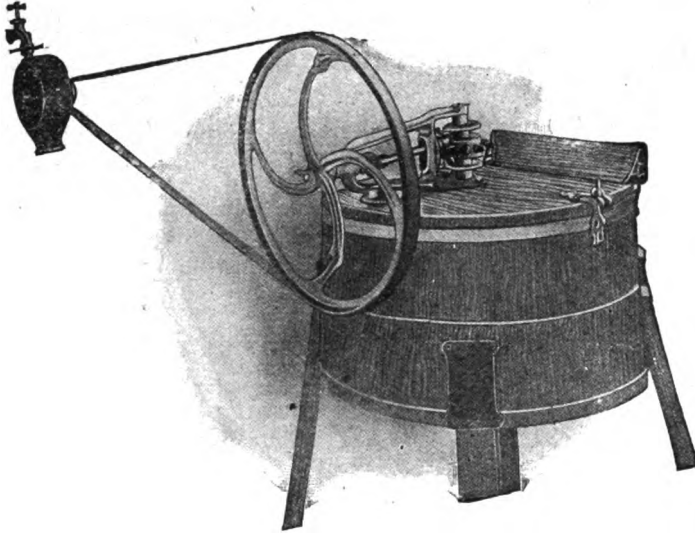
Advertising Department

Yale & Towne Mfg. Co.
9 Murray St., New York

The Genuine Divine's ^{Red} ^{Devil} FAUCET WATER MOTOR

Our Guarantee

We guarantee Divine's Motor will give three times as much power and is better than any other faucet motor.



OUR REFERENCES
BRADSTREETS
R. G. DUN
ORIENTAL NAT'L BANK
New York City

Our 6-in. Motor (Illustrated)

This Motor was designed to meet the demand for a Faucet Water Motor powerful enough on ordinary pressures to run Washing Machines, Wringers, Ice Cream Freezers, Horse Clippers, Cream Separators, Printing Presses, Coffee Mills, Meat Choppers, etc., and is the largest and most powerful Water Motor ever produced.

Price, \$12.00

Our 4-in. Motor (Not Ball-Bearing)

For household purposes—grind cutlery, polish silverware, run sewing machines, etc.

Price, \$5.00

Liberal Discount to the Trade

DIVINE WATER MOTOR CO., 108-110 Duane St., New York

NOW IS THE TIME TO ORDER EUREKA SKATE SHARPENER

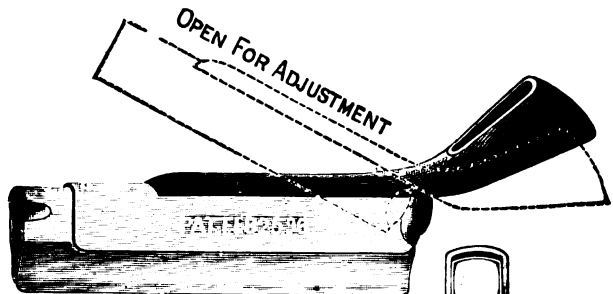
The simplest, most quickly adjusted and accurate skate sharpener. Made from fine steel. Automatic in adjustment. Will sharpen any skate, whether flat or convex runners. The file is cut on all four sides, two being FLAT and two CONVEX.

List per Gross, \$30.00

DISCOUNT TO DEALERS

Place your orders now and avoid the rush. Our factories would like to have all orders for seasonable goods several months in advance.

FILE SECTION



CLOSED FOR USE

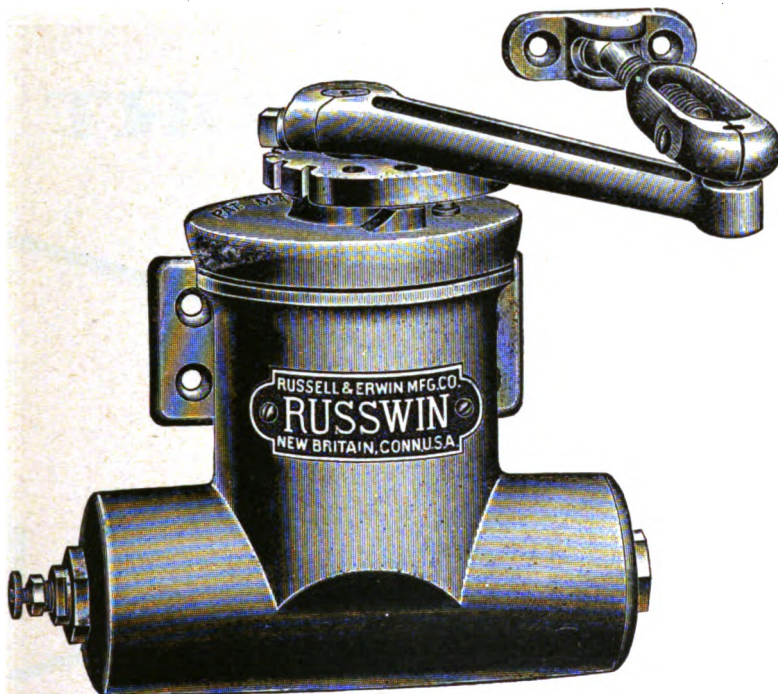
"EUREKA"
SKATE TOOL



FRONT VIEW

SMITH & HEMENWAY CO., 108-110 Duane St., New York.

THE RUSSWIN LIQUID DOOR CHECK



MAY BE APPLIED TO EITHER RIGHT OR LEFT HAND DOORS without reversing either the arm or spring. The labor of reversing and the possibility of error in reassembling the check are absolutely eliminated in the Russwin Liquid Door Check.

SELECTED MATERIALS SKILLFUL WORKMANSHIP
CAREFUL SUPERVISION

These are the Reasons for Russwin Superiority.

Advertising Literature upon request.

RUSSELL & ERWIN MANUFACTURING CO.

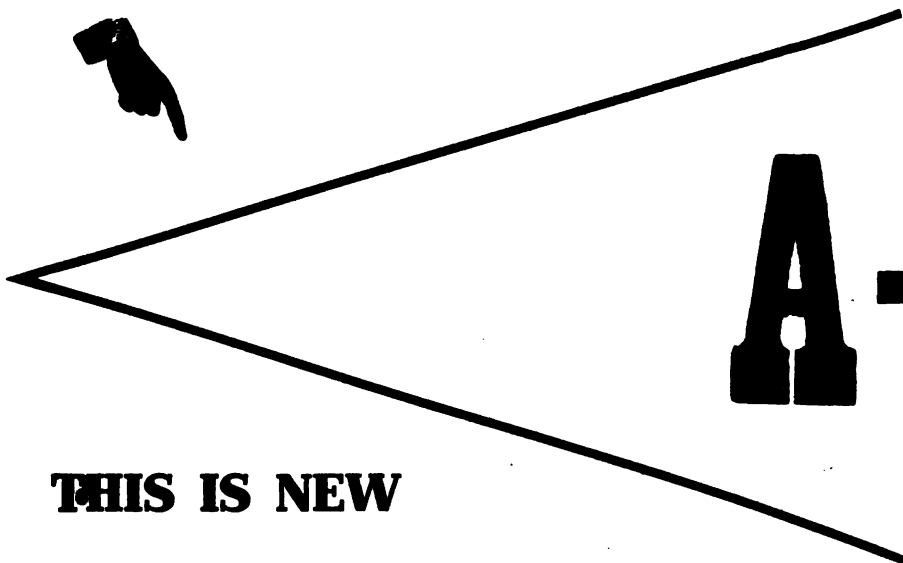
NEW YORK CHICAGO
SAN FRANCISCO

New Britain, Conn.

BALTIMORE LONDON
PHILADELPHIA

RUSTLESS

LOOK FOR



THIS IS NEW

“TRIUMPH”

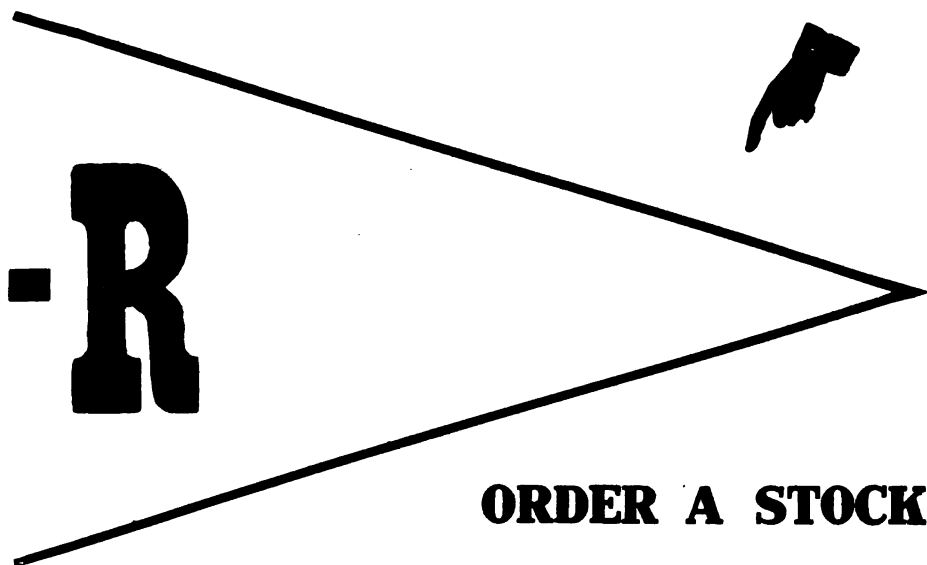
To the Trade:

After several years' experimenting we are now prepared to offer our well known Triumph Dog Leads, Kennel and Halter Chains finished by a secret process which makes the links rust proof. If you have not received a sample send for one—test it and be convinced that we are offering something *entirely new*. It will please your customers and insure repeat orders. You can now display your stock and it will remain bright.

SEND FOR FREE DISPLAY RACK

WIRE CHAIN

THIS MARK



ORDER A STOCK

TYPE ONLY

MADE ONLY BY

The Bridgeport Chain Co.

BRIDGEPORT, CONN.

SELLING AGENTS

WIEBUSCH & HILGER, Ltd., 9 Murray St., New York, N. Y.



"AMERICAN" (2 in 1) **Twin Freezer**

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer

**SOMETHING ENTIRELY NEW
NEVER DONE BEFORE**

THE OLD TIME FAVORITES:

"LIGHTNING"

"GEM"

"BLIZZARD"

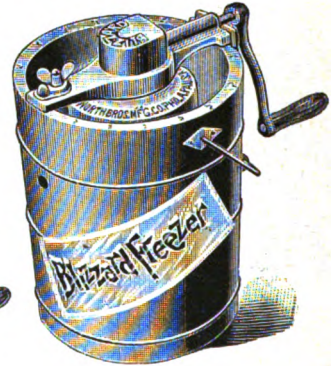
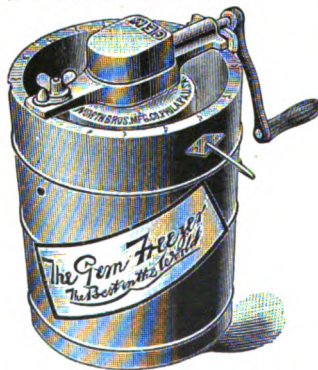
ICE CREAM FREEZERS

THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory In Use
Of Known Reputation

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results



They are sold by
Leading Jobbers
in Canada

Send for 1906 Freezer Book



"Yankee Tools"

Ask your Jobber about them
and send for "Yankee"
Tool Book.

ARE ALSO MADE BY

North Bros. Mfg. Co., Philadelphia, Pa., U. S. A.

Facsimile of an advertisement running in the Best Women's Magazines.
Read by Millions of Housekeepers.

The "Universal" Coffee Percolator

makes Perfect Coffee---free from the bitter taste caused by boiling and retaining all the delicious aromatic fragrance of the Coffee Bean---a healthful appetizing beverage, clear as wine, though no eggs are used.

Quick, Simple,
Sanitary.

X-Ray View.



Use on any
kind of Stove.
Uniform in
Results.

Price \$3.00
and upwards.

Made of Pure Aluminum.

To taste Coffee made in the "Universal" and know for the first time what Perfect Coffee is like is worth living for. Any one can make Perfect Coffee in the "UNIVERSAL."

The "Universal" Bread Maker

mixes and kneads Bread in three minutes. The hands do not touch the dough. Simple, Easy, Sanitary. Does away with hand kneading and Makes Perfect Bread.

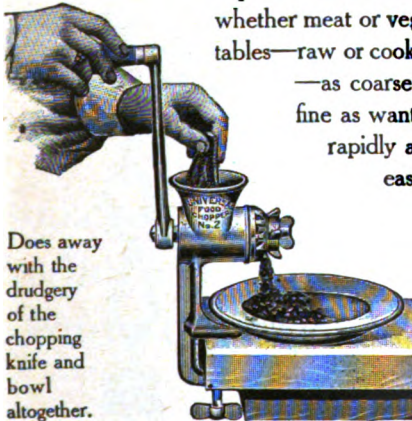


Gold
Medal
St. Louis
1904.

Price
\$2.00
each.

The "Universal" Food Chopper

chops all kinds of food
whether meat or vegetables---raw or cooked
---as coarse or
fine as wanted
rapidly and
easily.



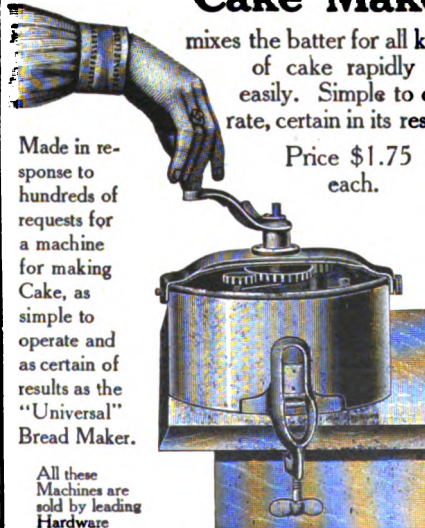
Does away
with the
drudgery
of the
chopping
knife and
bowl
altogether.

The "Universal" Cake Maker

mixes the batter for all kinds
of cake rapidly and
easily. Simple to operate,
certain in its results.

Made in response to
hundreds of
requests for
a machine
for making
Cake, as
simple to
operate and
as certain of
results as the
"Universal"
Bread Maker.

Price \$1.75
each.



All these
Machines are
sold by leading
Hardware
Dealers.

LANDERS, FRARY & CLARK, NEW BRITAIN, CONN., U. S. A.

Look for name "UNIVERSAL"

What causes the great popularity of "Universal" Goods? Mechanical perfection---unquestioned superiority in operation. Liberal advertising to Millions of Housekeepers through the leading periodicals, newspapers and public demonstrations. They are the Original. The only Genuine. The Best. Display stands, cook books, electrotypes are furnished free.

Nailed



**FALSE
CLAIMS**

GOODS under various names having been offered to hardware dealers with the claim that they were made in the works, and by the workmen and methods of **The Enterprise Mfg. Co. of Pa.**, we desire to state most positively that we do not manufacture any goods except those under our well-known trade mark.

“ENTERPRISE”

Dealers are hereby notified not to accept statements that goods offered under other brands or trade marks were manufactured by us.

The Enterprise Mfg. Co. of Pa.,
PHILADELPHIA, U. S. A.



"NIAGARA" HALTER CHAINS

Are equipped with the neatest snap on the market. The swivel will not stick on account of rust.

Made in twelve sizes and may be adjusted to any length by means of the patented sliding lock ring.

Your stock is not complete without them.

MANUFACTURED BY

ONEIDA COMMUNITY, LTD.

Dept. I.

ONEIDA, N. Y.

ALSO

NIAGARA FALLS, ONT., CAN.

Squares That Are "On the Square"

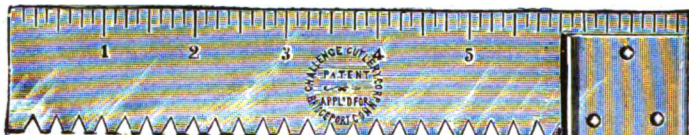
FOX'S ALL STEEL TOOLS

Made by Challenge Cutlery Corporation, Bridgeport, Conn.
All Are Absolutely Accurate.

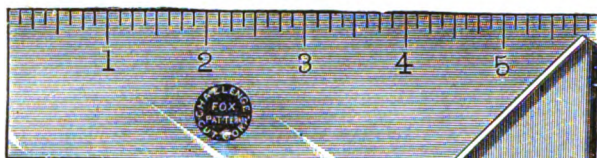
Retailers:

Ask your Jobber
about this line!

He has it!



No. 5.—Gauge Square, 6".

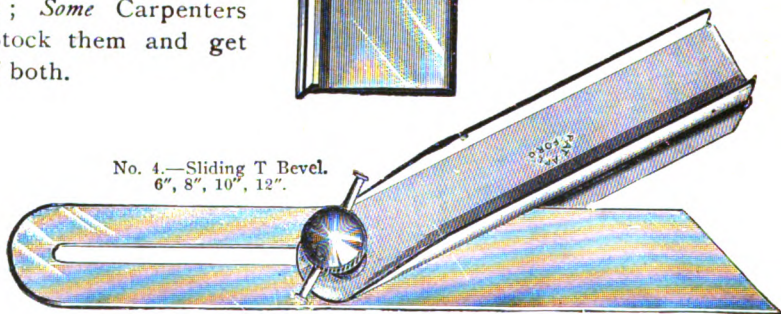


No. 2.—Miter Square. 4 1/2", 6", 8".

All Carpenters use some of these tools; Some Carpenters use all. Stock them and get the trade of both.

Jobbers:

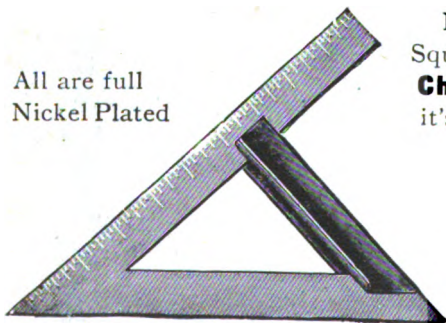
Write for prices, if not
handling the line.



No. 4.—Sliding T Bevel.
6", 8", 10", 12".

QUALITY HIGH, BUT CAN BE SOLD AT POPULAR PRICES

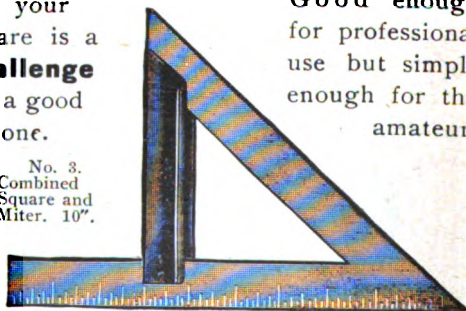
All are full
Nickel Plated



If your
Square is a
Challenge
it's a good
one.

No. 3.
Combined
Square and
Miter. 10".

Good enough
for professional
use but simple
enough for the
amateur.

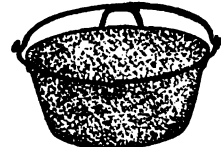
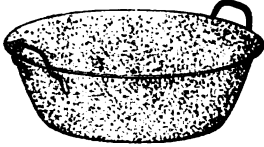


WIEBUSCH & HILGER, Ltd., Sole Agents
9 to 15 Murray St., New York San Francisco Office, **HUGHSON & MERTON**

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

We Stick to Quality

Always



regardless of Market conditions. Having built the largest Enameled Ware business upon "VOLLRATH QUALITY" you may be certain that our carefully guarded reputation is protected by the quality of each and every piece of Ware sent out. If you are not acquainted with our ware and prices

SPEND ONE CENT

Postal card will bring you a copy of our monthly catalog. You cannot afford to be without this book if you are willing to increase your sales and profits.

Gives you in "Net Prices" Market's rock bottom.

Gives you list of biggest bargains for your bargain counter.

Gives you information how to run your bargain counter.

Gives you advertising information.

Puts you in position to meet catalog house and syndicate store competition.

Think of it! All this business getting, money making help for one cent. Write now, costs you nothing for the catalog.

The Jacob Vollrath Manufacturing Company

SHEBOYGAN
Works and Executive
Office

CHICAGO
175-177 E. Lake Street
Sales Department

NEW YORK
25 Warren Street
34-36 N. Moore Street



SAMSON SPOT CORD

is warranted free from imperfections of braid or finish. The COLORED SPOT is our TRADE

MARK, used only in this extra quality cord.

Why is SAMSON SPOT CORD the best sash cord?

FIRST—Because it is made of extra quality stock.

SECOND—Because it is inspected and guaranteed free from bad splicings or rough braiding.

THIRD—Because tests show that it wears three times longer than the best chain and forty times longer than the rough cords so often found on the market.

Why carry SAMSON SPOT CORD in stock?

FIRST—Because you have lots of customers who really want the best sash cord, and are willing to pay a fair price for it.

SECOND—Because many architects have now given it ten years' trial, and are specifying it, and the builders want it quick.

THIRD—Because you will feel the same pleasure in handling that we do in making an article that thirty years' experience has proved to be the best of its kind.

We
are glad
to send full
line of Samples
of our Sash Cord
and other Braided
Cords and Catalogue.

**Samson Cordage
Works**

Boston, Mass.

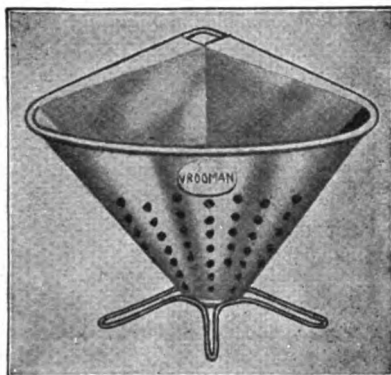
VROOMAN'S PEERLESS PATENT SANITARY SINK STRAINERS

Are now made and distributed by

THE ANDREWS WIRE AND IRON WORKS
ROCKFORD, ILL.

Send your orders direct to them for either **PLAIN TIN, JAPANNED TIN or**
VITREOUS ENAMELED.

**KEEPS
SINK
CLEAN**



**Utility
Quality
Durability
Adaptability**

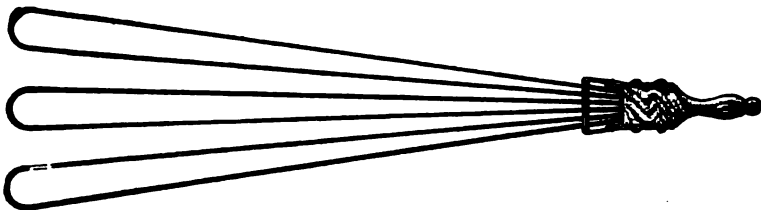
NEAT AND VERY ATTRACTIVE
CAN BE USED IN ANY SINK WITH STAND



Its Utility and Superiority are Well Known

We are also makers of a large line of wire goods.

HAVE YOU TRIED OUR No. 45 IDEAL CARPET WHIP?



MADE OF No. 12 COPPERED STEEL SPRING WIRE.

This is positively the Best Carpet Beater made. The handle will not come off. It is riveted on. If you do not have our catalog let us hear from you.

ANDREWS WIRE AND IRON WORKS
FACTORY STREET ROCKFORD, ILL.

In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

TWO SEASONABLE SPECIALTIES

ALASKA ICE BREAKER

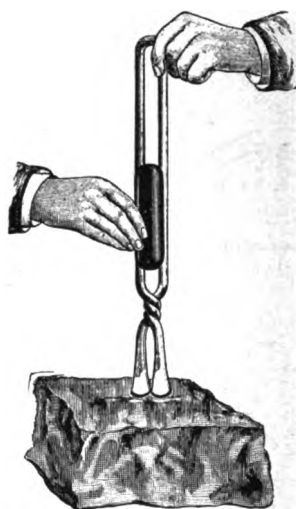
Simple and durable. It saves the ice.

Packed, $\frac{1}{2}$ doz. in display boxes.

NEW YORK TACK PULLER

Steel points. Superior to the ordinary tack claw.

Packed in display boxes.



SELLING AGENTS

JOHN H. GRAHAM & CO.

113 CHAMBERS STREET, NEW YORK

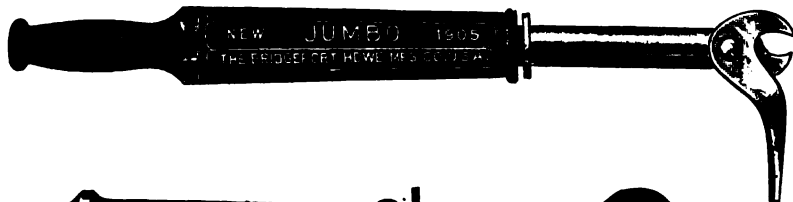
118 Holborn, London, E. C.

2106 San Antonio Ave., Alameda, Cal.

Copenhagen (Freeport), Denmark

WE MANUFACTURE NAIL PULLERS

WARRANTED TOOLS, EVERY ONE



SEND FOR OUR NEW CATALOGUE No. 15.

THE BRIDGEPORT HARDWARE MFG. CO.

BRIDGEPORT, CONN., U. S. A.

BRANCH OFFICE AND SAMPLE ROOM: J. C. McCARTY & CO., 10 Warren Street, New York City

K

"MILLER"

SECURITY

CONVENIENCE



WE ILLUSTRATE ONE OUT OF TEN STANDARD

Lithographic Card Assortments of Popular Padlocks

The most helpful and attractive device in the Padlock trade. Each lock hangs over its own picture, so the picture remains after the lock has been sold. The cut shows how the keys may be unhooked and the lock removed or replaced at pleasure. No other lock card affords the Dealer these advantages. Specifications should be for M. L. Co's. Card Assortments "A," "B," "C," "D," "E," "F," "K," "L," "M," and "N," and should also include other stock packed in usual cartons.

Orders executed through best Jobbing Trade.

Dept. M

MILLER LOCK CO., Patentees and Manufacturers, Philadelphia, Pa., U. S. A.

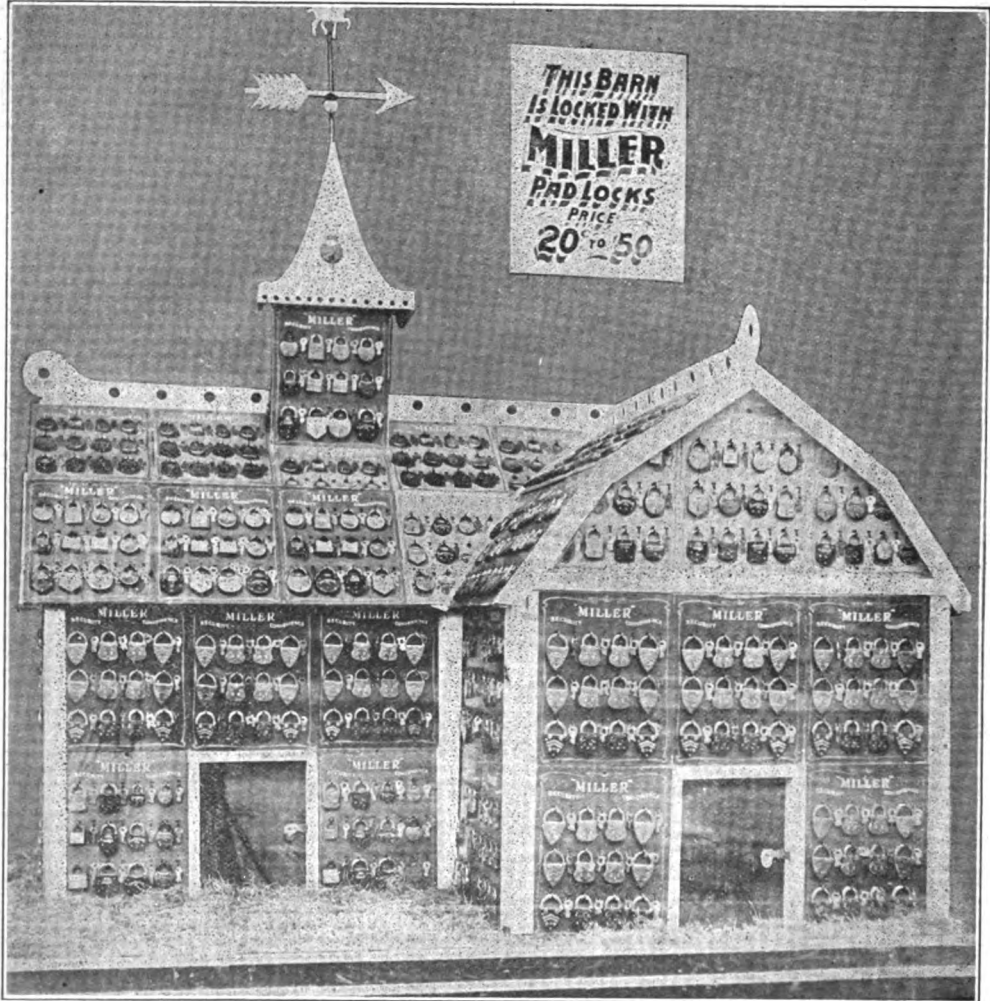
(OVER)

The following illustrated notice appeared in this magazine in June, 1906:

A Prize Padlock Window Display

During the latter part of 1905 the Miller Lock Co., Frankford, Philadelphia, Pa., offered prizes for the best display of their lithographed card assortments of "Miller" Padlocks. The display represented herewith was made in response. A very large percentage of our readers, we know, will join us in the opinion that the display is certainly a good one, well cal-

As to the Padlock display, which won the first prize, the barn was built of boards, after which thirty-nine display Padlock Cards were nailed on. The sides of the barn were covered with red cards, the roof with green, and the gables with drab, making a red barn with green roof, etc. The floor of the store window was covered with an imitation grass, made of excelsior dyed a green color. The back of window



PRIZE PADLOCK WINDOW DISPLAY BY MURPHY-MACLAY HARDWARE CO., GREAT FALLS, MONT.

culated to attract attention. The Murphy-MacLay Hardware Company, who got up this show window, advise that displays which do not require much labor are changed about every week or ten days.

There is a unanimity of opinion that window displays pay good profits. It is surprising that more Hardware merchants do not give more attention to this selling end of their business.

and sides were covered with light green cloth. This does not show in the photographic reproduction owing to reflections of buildings on the opposite side of the street. The window is 8 feet long, 9 feet high, and 6 feet deep. The display attracted every passerby, and led to a phenomenal increase in Padlock sales.

(OVER)

Make Money This Summer

You can—if you'll push. The other essentials are in our July catalogue.

A special sale of 5 and 10 cent leaders uniformly priced at 45 and 95 cents the dozen, and the more than twelve thousand other 5 and 10 cent items included in our line —

On the Green Pages a detailed explanation of a 5 and 10 cent store "on the side" easily started in any store, plenty of plans for using 5 and 10 cent goods resultfully —

In our July catalogue you will find both The Goods and The Plans. And you have The Push. You **CAN** be busy and make money—this summer.

Yes, The Goods are "little things." But it's poor business to let a mere prejudice keep you from knowing *the truth*—particularly when the whole subject is covered so specially as in our July catalogue.

That July catalogue of ours is No. K578—shall we send **YOU** a copy?

BUTLER BROTHERS

Wholesalers of General Merchandise—By Catalogue Only

NEW YORK

CHICAGO

ST. LOUIS

(And MINNEAPOLIS)
(After January 1, 1907)

Don't continue selling a Plane that's like most other Planes!

That kind of competition is too hot.

CHAPLIN'S Improved Plane is full of strong, convincing, talking points.

The unique corrugated bottom—to relieve the suction; the simple, effective Adjustment—with absolute accuracy; the specially ground, and tempered Cutting Bit—with its long-wearing qualities.

May we mail you "A 'Plane' Talk about a good Plane"?

Very interesting.



TOWER & LYON COMPANY

**95 Chambers Street, New York
Manufacturers**

Union Hardware Company

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON CO.

Roller Skates

**We make all styles. Rink
or Extension. Plain or Ball
Bearing. Men and Women's**



**No. 15 Men's
Ball Bearing
Rink Skate.
Hemacite or
Steel Rolls.**

COATES CLIPPERS

ARE SURE WINNERS

Because they are built on the right lines: built to give satisfaction to the user; built to sell at a good profit to the dealer.



Their beauty of finish, strength and fine cutting qualities are not surprising:

**We've
Been
Making
Coates
Clippers
for 25 Years**

All kinds of Clippers
for All Kinds of Hair.

Each Clipper Guaranteed to Cut Clean.

An Up-to-Date "Clipper"

"When at Sea" as to the Best Selling Clippers to handle—try the Coates kind. You'll have plain sailing to profits.

See for yourself. *Get our Catalog and Prices.*

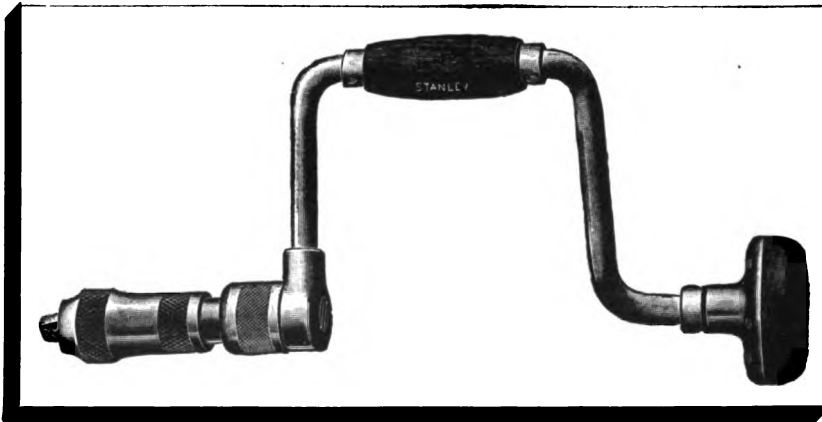
COATES CLIPPER CO., Worcester, Mass.

JOHN H. GRAHAM & CO., 113 Chambers St., New York, Sole Selling Agents

SOLD BY ALL HARDWARE DEALERS

Improved Carpenters' Tools

Of the better class of **Bit Braces** the line shown in our Catalogue No. 81 is the most Complete.



Stanley Concealed Ratchet Brace

No projections—complete protection for the
Working Mechanism.

Stanley Rule & Level Co.
New Britain, Conn., U. S. A.

NEW YORK OFFICE AND EXPORT DEPARTMENT
107 CHAMBERS STREET, NEW YORK

ELECTRICIANS' TOOL CHESTS



ELECTRICIANS' TOOL CHEST, No. 1000

This is a portable Tool Chest and can be conveniently carried in the hand. It is made of Chestnut, with locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place when carried by hand. Inside measurements, 17 ins. long, 5½ ins. wide, 5 ins. deep. Price, each, \$2.75

ELECTRICIANS' TOOL CHEST, No. 1001

The No. 1001 is the same as the No. 1000, except the inside measurements, which are 21 ins. long, 6½ ins. wide, and 7 ins. deep inside. Price, each, \$3.20

No. 1000 weighs 8½ lbs. crated.
Weighs 3¾ lbs. not crated.

Packed four in a crate.

No. 1001 weighs 11 lbs. crated.
Weighs 6 lbs. not crated.

For particulars
write to

C. E. JENNINGS & CO., 42 Murray Street,
NEW YORK



THIS IS IT

BLUE BODY WITH

YELLOW JACKET

The Only BLUE SQUARE with yellow
graduations

For Particulars write

SOUTHINGTON CUTLERY CO.,

42 Murray Street, NEW YORK



OLDEST

ESTABLISHED 1838

LARGEST

THE FRANK MILLER CO.

Manufacturers of the Preparations for Use on Harness Known as

"The Standard of the World"

Highest Awards, Centennial, 1876
Highest Awards, World's Fair, 1893



Harness Dressing

HARNESS OIL.

Preserves and softens the leather, consequently adds life. Compounded with pure neatsfoot oil.

The very best article of its kind. Unequaled for use by both manufacturer and owner of harness.

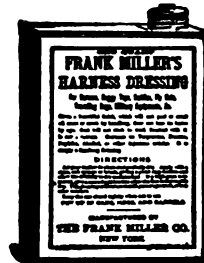
I. X. L. HARNESS OIL.

Second in quality only to our Frank Miller Harness Oil. Superior to all others.



Carriage Top Dressing.

Gives an elastic, durable water-proof gloss and is positively safe to use on finest stock.



EDGE, COLLAR AND HARNESS INKS



AXLE OIL.

Superior to Castor Oil; lasts longer and will not gum.



HARNESS SOAP.

Unrivalled for cleaning and softening the leather, absolutely pure.



Our preparations are uniform in quality and the quality the best.



The Frank Miller Co.

OFFICE AND FACTORY

349 and 351 West 26th St., NEW YORK, U. S. A. Tower Chambers, Moorgate, LONDON, E. C.

EUROPEAN OFFICE

Send for Price List and Catalogue.

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

JUDGMENT!

It is safer to judge a person by what he *does* rather than by what he *says*. He may mean well enough and never intend to mislead you, but his story, for instance, of what he *can* do may be based entirely upon what he *thinks* he *can* or *wants* to do.

You sometimes hear a man tell how strong he is. Tests of prowess often shatter such boasts. But when you *see* a man *actually lift* a heavy weight, then you *know* he is a *strong* man.



Razor Complete

\$1.50

Leather Case Sets, Price, \$2.00 and up.



A revelation of speed and efficiency combined with comfort and absolute security. The Star Safety Razor has, in the last 30 years, earned for itself, by merit and quality alone, the name of the best and safest razor in the world.

An acquaintance with a

Star Safety Razor

is never dropped.

Lots of Good Starters are Poor Finishers. Let the Star Safety Razor help increase the Sales and Profits in your Cutlery Dept.

Secure an agency. Write for agents' quotations. We protect your profits.

KAMPFE BROTHERS

8-10-12 Reade Street

New York



EVER READY Safety Razor-Set Complete \$1.00

We are running full blast now at the new "Ever-Ready" factory. It's a wonderfully large and wonderfully complete razor makery. All that pressure of too much business in the old place has been overcome with the gigantic output of a half million blades weekly. That world-wide, sweeping, increased demand that is still coming is being taken care of with precision, thoroughness and uniformity of product to the "happiness" of jobber, dealer, consumer and ourselves. Let the orders come. Keep up your supply. There's new impetus for increased sales forced by increased advertising.

Samples of the improved "Ever-Ready," with one piece-frame, improved boxing and the new idea in sets—if you'll write.

AMERICAN SAFETY RAZOR COMPANY

Offices at Broadway and Duane Street, New York



**Forschner's XXXX
Brand**

Butcher Knives

Made of Special **Damascus Steel**, carefully tempered and ground, combined with best workmanship. *Superior to all others.* Each blade warranted.

Write for Catalogue.

Chas. Forschner & Sons

206 East 19th St., New York, U. S. A.

TALKS WITH THE HARDWARE MAN

No. 11

"Yes, sir, it pays to sell the best—

"Whether it's the best dry goods, the best groceries or the best hardware—

"It's the man who sells the best who gets trade and keeps it—

"Take sharpening stones, razor hones, oil stones, etc., for instance—

"The best made are the Carborundum specialties—

"They cost a little more than others, but it pays to handle them—

"Why? Because they last longer, do the work quicker and actually cost less in the end—

"Moreover, you have satisfied customers and every business man knows that means increased trade"—

Write for the Carborundum book.

The Carborundum Company

NIAGARA FALLS, N. Y.

More Facts Worth Knowing



LAST month we used a full page in this magazine stating what the **ZINN** Automatic Safety Razor had done for us and our customers up to the present time. To this we only wish to add that the month of June (up to this writing, the 20th) has been our banner month on sales of **ZINN** Automatics. We are getting a flood of communications every day telling us what wonderful results are obtained with the **ZINN** by dealers and customers alike. Its quality and merit forces the sales of the **ZINN** in spite of a competition using misstatements.

PLENTY OF ROOM FOR BOTH

Let us remind you again that we are more than ever paying every attention necessary to our first love, the "GEM" Safety Razor, the best forged blade safety razor in the world to-day. We first thought that the **ZINN** would conflict with our "GEM," but it has been proven that there is plenty of room for both. We have added a number of beautiful sets to our "GEM" line, and shall be happy to furnish you with catalog and particulars.

30 different sets in the "GEM" line from \$1.00 to \$20.00

4 " " " " " ZINN " " 5.00 " 15.00

With our **ZINN** or "GEM" you can positively please the strongest skeptic on the self-shaving problem. They are winners and money-makers for you. Let us get you acquainted with both of them. Write to-day—at once—our liberal terms are sure to interest you.

The Gem Cutlery Co.
34 Reade Street **NEW YORK**

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. Send for Booklet with trade prices

PRICES:

Hollow Ground
\$2.50

Double Concave for Extra
Heavy Beards
\$3.00

Pair in Leather Case
\$5.50

Carbo-Magnetic Strop
\$1.00



**No Honing!
No Grinding!**

**NO NEW BLADES—NO ANNUAL TAX—THE
FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving" Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors without any risk or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it to give 3,650 perfect shaves—we back that guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, N. Y.



WE WILL PREPAY any quantity of our POCKET KNIVES, BUTCHERS' KNIVES, SCISSORS, RAZORS, and RAZOR STROPS to any responsible dealer in the United States, and after 60 days' trial, if you do not find that they are superior to the line of cutlery you are carrying, you may return them to us at our expense.

W. R. CASE & SONS,
Bradford, Pa.

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

TIN BOXES FOR ALL OFFICE USES

Established
1851

Cash, Bond, Stamp, Bill and Change Boxes, Bill Head Cases, Envelope Cases, Halfway and Outside Mail Boxes, etc.

Satisfaction Guaranteed—Send for Catalog

MERRIAM MFG. CO., Durham, Conn.

**KLIP-KLIP POCKET MANICURES**

Klip-Klip Doo—For men who smoke has a separate cutter for cigars—two useful articles for price of one—25c. each; \$1.75 per doz. delivered.

Klip-Klip Preme—A new nail clipper very small, neat and highly finished; ladies like this size—25c. each; \$1.50 per doz. delivered.

Klip-Klip—Solid German Silver—can't rust—cleans, trims and files the nails—everybody likes it—Retails for a quarter; \$1.75 per doz. delivered.

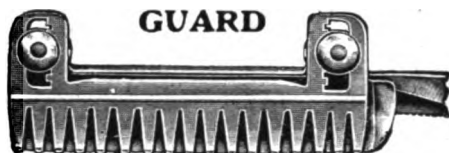
Klip-Klip Junior—Made of steel, nickel plated, strong, neat and compact—sells for 15c. but is worth more; \$1.25 per doz. delivered.

Klip-Klip Key Ring with Cigar Cutting Attachment—This is a useful novelty that men like—Retails at 25c. each; \$1.25 per doz. delivered.

Manufactured only by the **KLIP-KLIP CO.** 578 Clinton Ave., S., Rochester, N. Y.

**THE SHAVEZY**

GUARD



May be adjusted to any blade.

Instantly changed from right to left.

Is the best and a Cheap Guard.

Get my prices, which are right.

L. T. WEISS, Sole Manufacturer
297 Taaffe Place, BROOKLYN, N. Y.

C. J. KIMBALL COMPANY

BENNINGTON, N. H.

MANUFACTURERS OF

Butcher Knives

Shoe Knives

Kitchen Knives

Putty Knives

Paper Hanger Knives

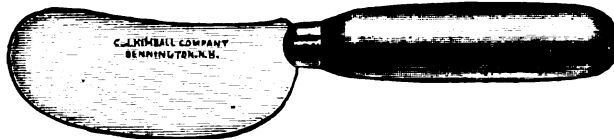
Factory Knives

Cigar Knives

Screw Drivers

Drawing Knives

Etc.



Send for Catalogue

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE.**

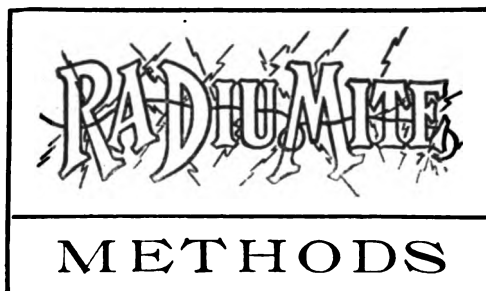
One Brand or More?

IN the June issue of the **HARDWARE DEALERS' MAGAZINE** the above query was answered as follows by a wise dealer:

"I find it advisable to carry two different lines of goods. One the very best, the other a good cheap article."

This dealer knew what he was talking about. He probably had the Radiumite Free Razor and Dollar Strop Assortments in mind when he penned his words of wisdom.

A shaving outfit comprising a razor and a self-honing razor strop for a dollar is certainly a "cheap article," but when the razor strop has the patent Radiumite Diamond Honing pattern and the razor is one that stands up, looks well and gives universal satisfaction, it is unnecessary to say the article is good.



sell more razors and strops than all others combined. They bring trade into the store that never came before.

As a progressive hardware man, you should familiarize yourself at once with the Radiumite line. It is one of the big selling forces in the market to-day. It comprises attractive window displays, irresistible offerings, effective advertising and great selling power. We hope you will write us *to-day*.

THE RADIUMITE COMPANY

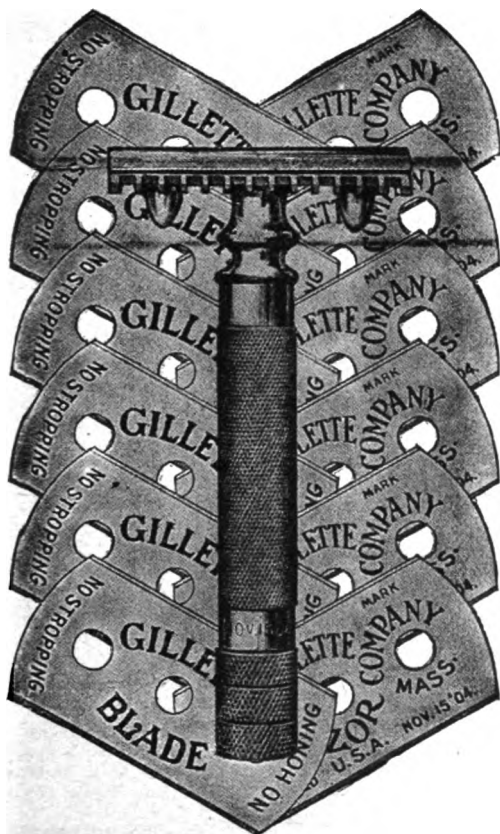
97-99-101 So. Clinton Street, Chicago, Ill.

IT WINS TRADE!

Gillette

NO
HONING
NO
STROPPING

Safety Razor



It moves from stock rapidly—no long investment—but money and profit quickly return.

Hardware dealers are building a sound business upon the "Gillette."

12 Blades, 24 Keen Cutting Edges of Finest Steel. Each Blade Will Give 20 to 40 Shaves.

Triple Silver-Plated Set, with 12 Blades	\$5.00
Quadruple Gold-Plated Set, with 12 Blades	10.00
Quadruple Gold-Plated Set, with 12 Blades and Monogram	12.00
Standard Combination Set, with Shaving Brush and Soap in Triple Silver-Plated Holders	7.50
Other Combination Sets in Silver and Gold up to	50.00
Standard packages of 10 blades, having 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.	

No Blades Exchanged or Resharpened.

**The Most Wonderful
Steel Blade in the
World!**

No Hinges That Rust, No Clamps That Break, No Springs That Weaken,
One Sturdy Frame of Mechanical Perfection.

Our NEW COMBINATION SET with razor, including soap and brush in silver holders, is a boon to the traveling man.

We supply all dealers with booklets, signs and hangers. All leading Hardware dealers are making "The Gillette" a trade leader.

Gillette Sales Company
Times Building, - - - NEW YORK CITY



All
we ask
is a
fair trial
for

S & S KNIVES
"ALWAYS THE SAME"



An actual trial of S & S knives will do more to convince you of their superiority than whole pages of newspaper talk. That's why we are so anxious for a trial.

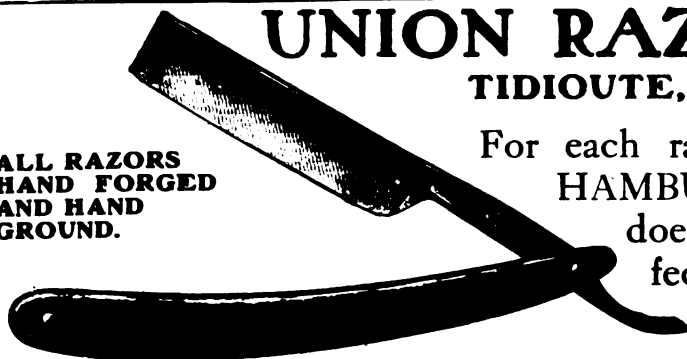
We make butcher knives that please the butchers, and they are the biggest cranks on earth. If we can please them, we can please anybody. We want you to get the butchers' business in your town, and you will find it easy to get by offering them a knife that will hold an edge, a knife without hard or soft spots, in short, an S & S knife. Write for particulars and prices.

National Cutlery Co. DETROIT, U.S.A.

UNION RAZOR CO.

TIDIOUTE, PA.

ALL RAZORS
HAND FORGED
AND HAND
GROUND.



For each razor of our full
HAMBURG Grinds that
does not prove Per-
fect WE will give
TWO new ones.
UNION RAZOR CO.

"Surecut"
Can Opener
Pat. July 19, '04.



Two Cutters
One for Round Cans
One for Square Cans
Retails for 10 Cents.
(We also make other styles)

We also manufacture—
Bread, Butcher, Carving and
Paring Knives, Carving Sets,
Steels, Putty Knives, Wall
Scrapers, Cleavers, &c.

Write for 1906 prices.

CARVERS
Many Styles.

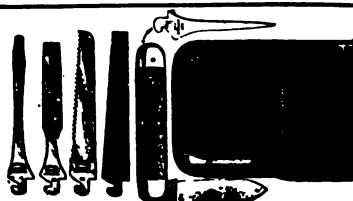


IRA F. WHITE & SON, 144 Walnut St., Newark, N. J.

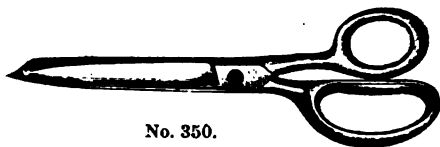
No. 602. "NAPANOCH" POCKET KNIFE TOOL KIT

MADE IN AMERICA PRICE, \$2.25 WARRANTED
Every one has use for a Knife, Reamer, File, Saw, CHISEL or SCREW
DRIVER, this outfit being contained in a LEATHER POCKET BOOK,
4 1/4 x 3 1/4 inches. The owner, by carrying it in his pocket, always has it at
hand for immediate use, whether Camping, BOATING, TEAMING,
DRIVING, in the SHOP, FACTORY, OFFICE, STORE, WAREHOUSE,
AUTOMOBILE, on the FARM, BICYCLE, or around the HOME.
Any TOOL firmly attached or detached to the POCKET KNIFE in a second
SEND FOR ILLUSTRATED CIRCULAR AND TRADE PRICES

U. J. ULERY CO., 9 E. Warren Street, New York N. Y.



In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

QUALITY
TELLS**THE ATLAS BRANDS**QUALITY
TELLS

No. 350.

Embody All the Essential Features Required in a Good Running Shear, with an Exceptionally Fine Cutting Edge.

Send for Catalogue No. 18

THE ATLAS SHEAR CO.

CAST SHEARS SCISSORS TINNERS SNIPS
BRIDGEPORT, CONN., U. S. A.



Our experience of nearly 50 years stands out in every Knife we make.

We aim to improve, if possible, the high quality of UN-X-LD Pocket Cutlery maintained for almost a half century.

When you offer your Trade UN-X-LD cutlery you may be sure you are selling the best that can be made.

If you will send your name and address, we will gladly have our salesman call when he is again in your locality, and exhibit our line.

May we have your name and address?

NORTHFIELD KNIFE COMPANY

NORTHFIELD, CONN.

THE KNOWLEDGE THAT

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

ARE THE

"Best in the World"



Extends wherever they are used, viz., to all parts of the world.

R. HEINISCH'S SONS CO.,
NEWARK, N. J., - - U. S. A.

NEW YORK OFFICE AND SALESROOM, 155 CHAMBERS STREET.

**G. P. COATES CO.**

MANUFACTURERS OF

THE TRIPLET AND THE MAN-I-Q.

Merwileh, Conn., U. S. A.

THE TRIPLET Combination Pocket Tool for holding Keys, Opening Letters, Removing Crown Caps from bottles, Turning Screws and for various uses.

"You don't have to carry a kit of tools if you have a Triplet in your pocket."

The MAN-I-Q. A dainty little Manicuring Tool—different from other makes, being so constructed no case is necessary to carry it in, to prevent the nail cleaning point from cutting the pocket. Notice the Good File on them—how it cuts—and the width of it. Sample Triplet and Man-I-Q., post-paid for 15c. A sample dozen, post-paid, 75c. Descriptive Circulars, prices and full particulars to dealers. Ask your Jobber for them.

**Priest's Clippers**

THAT'S



SUFFICIENT

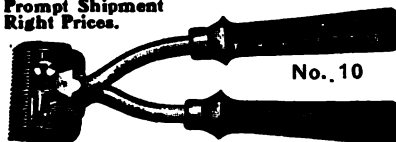
Catalogue on Application

AMERICAN SHEARER MFG. CO.
Nashua, N. H., U. S. A.

Wiebusch & Hilger, Ltd., Selling Agents
9-15 Murray St., New York City

HOTCHKISS CLIPPERSSimple in Design
Elegant in Finish

Standard Quality
and Workmanship
Guaranteed.
Prompt Shipment
Right Prices.



No. 10

Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS

Railroad Ave., BRIDGEPORT, CONN.

"KINGFISHER" LINES

are known by the company they keep—they are only found in company with the "KINGFISHER" trade-mark.

MR. MERCHANT:

You cannot mistake "KINGFISHER" Lines because they always bear the "KINGFISHER" trade-mark.

If you will put in a stock of these lines, we know they will please your customers.

As to quality, you cannot name one of the largest fishing tackle jobbers in this country that does not handle them. Do you think they know quality?

E. J. MARTIN'S SONS

Makers of the "KINGFISHER" Brand of Braided Silk Fish Lines.
Rockville, Conn.

THE COLUMBIA SWING

No. 1.—FOR TWO PERSONS



Kitchen Cabinets, Settees, Ironing Boards, Wash Benches

LADDERS—Step, Straight

WRITE FOR CATALOG

THE SPECIALTY MANUFACTURING CO.

TITUSVILLE, PA.

Two Books for SPORTING GOODS MERCHANTS



Every Hardware and Sporting Goods dealer should have our catalogues and low net price list. "Old Line" houses soliciting orders only through drummers add their expenses to the cost of their goods, that's certain. We want your business by mail, and will give you the benefit of our saving.

SPORTING GOODS

Catalogue No. 36 contains description and illustrations of nearly 5,000 articles, including Firearms, Camp Goods, Fishing Tackle, Athletic Goods, articles of recreation, outdoor and indoor games, and novelties. It is the most complete book of its kind ever issued.

BICYCLE SUNDRIES

We market all grades of Bicycles, including the well known "Victor," and carry a big stock of tires and sundries. They are described in Catalogue No. 35, which we would like to send you. If Automobile Accessories are wanted, Catalogue No. 34 is the one you ought to have.



NEW YORK SPORTING GOODS CO.
17 WARREN ST., NEW YORK

HAVE YOU SEEN IT?

THE CELEBRATED HUTCHINS ROLLER SWING

Everybody is talking about it. Complete with Canopy, Table, Fan and Hammock Attachments

Rides like a Pullman Palace Car. Delightful motion of four feet. Has adjustable canopy; keeps off the wind and the sun. Has a handsome table, enabling you to play cards, serve refreshments, or rest your book or paper, leaving your hands free for other purposes. A most delightful, unique and practical fan, enabling you to FAN YOURSELF WITH YOUR FEET, the entire machine running as easy as a rocking chair. A Hammock Attachment that is solid comfort. Any of these attachments can be attached or detached in half a minute. Strong and durable, will last for years. Seats bolted to steel angle plates, steel tracks and wheels.



We Have Thousands of Letters Like the Following:

JACKSON, Miss., April 22, 1905.
Enclosed please find draft for \$67.82 in settlement of our account. Please ship at once six roller swings and canopies, also two extra canopies. The swing is a dandy.
(Signed) TAYLOR FUR AND CARPET CO.

CHILDREN'S MERRY-GO-ROUND

Seven feet in diameter. Entertains four at one time. Canopy, 8 feet in diameter, revolves with Merry-Go-Round. Send for complete catalogue.

First class agents wanted in every town. Absolutely and unqualifiedly the best, most unique, practical and durable swing on the market. Has no competition. Is in a class by itself. Just what every live dealer is looking for. Drop us a card and we will tell you the rest. Sold by all first-class Wholesale Hardware Houses.

Place your order with your own jobber or address

Hutchins Roller Swing Co.
110 Henry Street, ALTON, ILL.



In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

WINSLOW'S RINK ROLLER SKATES

NEW
MODELS

SEND FOR
CATALOGUE

Best Ice and Roller
Skates

Best 50 Years Ago
Best To-day



No. 17 with "Web" Steel Ball Bearing Rolls.

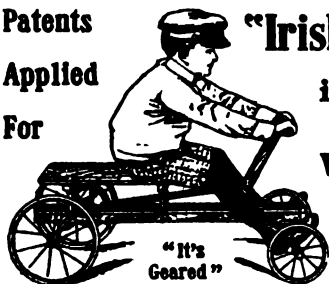
THE SAMUEL WINSLOW SKATE MFG. CO.

Makers of Ice and Roller Skates

WORCESTER, MASS., U. S. A.

ONE DEALER SOLD 427
Patents

Applied
For



"Irish Mails"

in eight
days.

Was that
you?

Get our Booklet.

HILL-STANDARD MFG. CO.
458 Chase Street, Anderson, Ind., U. S. A.

Reduced Rates for Telephone Service

throughout Greater New York are
effective from July 1st. Contracts
now being taken at new rates.

Call nearest Contract Office
for full information.

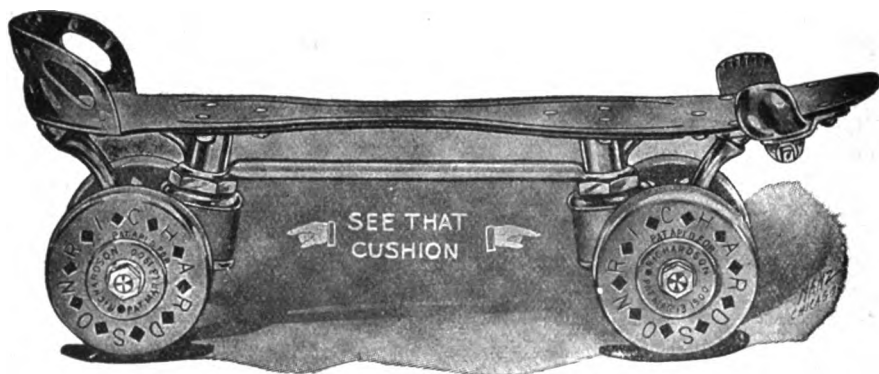
NEW YORK TELEPHONE COMPANY

Contract Offices:

15 Dey Street
115 West 38th Street
220 West 124th Street
616 East 150th Street

Telephone No.:

9010 Cortlandt
9040 88th
9000 Morningside
9020 Melrose



WE ORIGINATE—OTHERS IMITATE

We put the FIRST steel ball into a skate roller.

We produced the FIRST perfect skate roller from Aluminum.

We were the FIRST to introduce a practical hollow steel skate roller.

In fact, have ORIGINATED every essential feature in connection with the manufacture of roller
skates during the past twenty years.

Richardson Cushion Frame, Anti-Jar Ball Bearing Roller Skates

are used exclusively in every prominent rink in America, including the Chicago Coliseum; Convention
Hall, Kansas City; Music Hall, Cincinnati; Royal and Princess Rinks, Cleveland; Wayne and Princess
Rinks, Detroit; Casino Rink, Minneapolis, and Auditorium, Omaha.

Our skates are used and endorsed by every prominent professional skater in America.

We do not sacrifice quality for cheapness.

We do not manufacture SIDEWALK skates and recommend them for rink use.

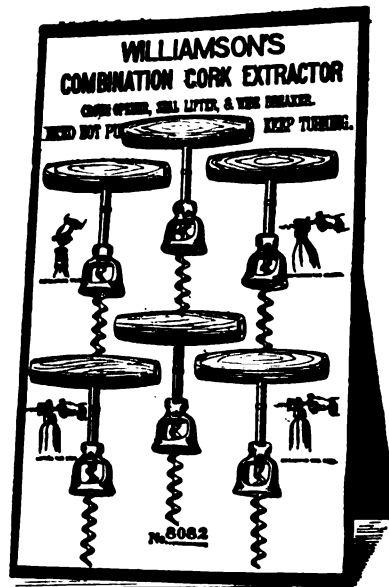
Write for new catalogue. Tells how to open and operate Roller Rinks.

RICHARDSON BALL BEARING SKATE COMPANY
301 WELLS STREET, CHICAGO

WALKER'S *Quick and Easy* MEAT and FRUIT JUICE PRESS



ERIE SPECIALTY CO.
Erie, Pa.



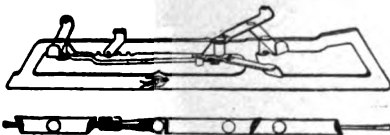
ENOUGH SAID—

Send for a Catalogue

C. T. Williamson Wire Novelty Co.
52-64 Badger Avenue, NEWARK, N. J.

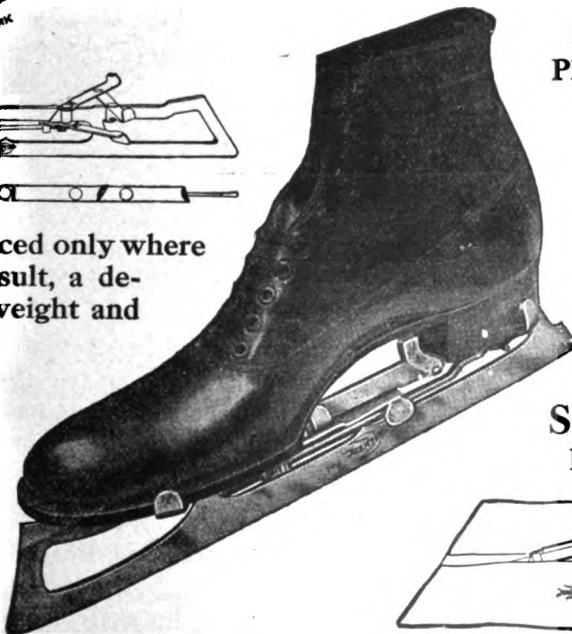


FOLDING POCKET SKATES!



Metal placed only where needed; result, a decrease in weight and increase in strength.

A pair in a Wallet may be carried in the breast pocket or a Lady's Muff.

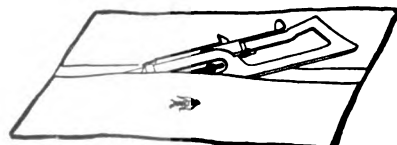


No Keys, Heel-Plates or Screws;
NO BULK,
NO
BOTHER.

Leading Jobbers.
Ask for Catalog.

=

MARTIN
SKATE CO.
Boston, Mass.



BAKER GUNS

Send for Descriptions and Prices of **NEW GRADES**



Our line comprises **TWELVE** different Stock and Special Grades in a wide variety of specifications at prices ranging from \$18.00 to \$250.00

READY SELLERS SATISFACTORY TO USERS

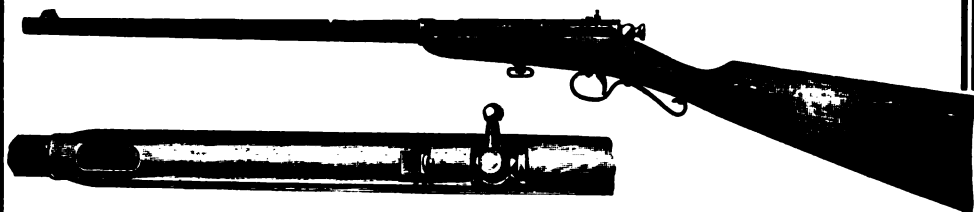
Liberal discounts and attractive propositions for **THE DEALER**

BAKER GUN AND FORGING CO.

BATAVIA, N. Y., U. S. A.

HAMILTON RIFLES

22 Calibre



Our No. 23, Latest Model, Take Down

HAMILTON RIFLES ARE GUARANTEED in each component part against any imperfection of material or workmanship. ¶ Hamilton Rifle Model No. 23 is of the *Bolt Action* type, deservedly popular for combining simplicity of action with strength and safety. ¶ Action is automatic both in putting cartridge into the chamber and ejecting the exploded shell. ¶ Working parts easily and quickly taken out of the barrel for cleaning by simply throwing thumb lever up and pulling back bolt, holding trigger back with finger at same time.

Adjustable Rear Peep Sight

Front Bead Sight

MODEL No. 23, \$3.00

MODEL No. 19, \$2.00

MODEL No. 15, \$1.50

Ask Your Jobber

MANUFACTURED BY

Send for Catalogue

The **HAMILTON RIFLE CO., Plymouth, Mich.**

The Dealer's Reputation

DEPENDS ON THE QUALITY OF THE GOODS HE SELLS

H & R Revolvers

are known around the world for their safety, accuracy, durability, perfect design and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture. Every piece is finished to the 1,000th part of an inch and fits perfectly. No rattle in "H & R" such as a quick shake reveals in other makes.

Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect. Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip.

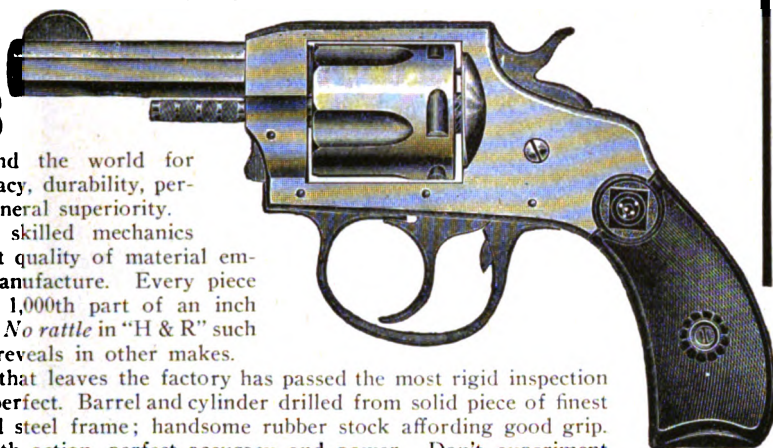
Noted for smooth action, perfect accuracy and power. Don't experiment with an unreliable make because low price is offered as a tempting bait.

The retail price ranges from \$2.50 to \$8.00, and each model is the greatest value ever offered for the price. They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

Harrington & Richardson Arms Co., 222 Park Ave., Worcester, Mass.

Makers of the H & R Famous Safety Hammerless.



A CLEAN SWEEP

The ANNUAL TOURNAMENT of the Indoor .22 Cal. Rifle League of the United States, held at Grand Rapids, Mich., Feb. 12-17, 1906, was especially remarkable for two reasons: First, the establishing of a NEW RECORD, and Second, the renewed and undisputed proof of the ABSOLUTE SUPERIORITY OF PETERS AMMUNITION. The program consisted of FOUR SEPARATE matches, in every one of which the winners and most of the other contestants used

PETERS CARTRIDGES

In the 100-shot match, Mr. W. A. Tewes, of Jersey City, N. J., won a decisive victory, leading his nearest competitor by 28 points, and exceeding the world's record by 13 points. This is the NINTH CONSECUTIVE YEAR that the CHAMPIONSHIP has been won with PETERS CARTRIDGES. Mr. Tewes is a marksman of rare ability, possessing both steady nerve and excellent judgment. With any other but Peters .22 Short SEMI-SMOKELESS, Mr. Tewes would never have made in the Grand Rapids Tournament his almost incredible score of

2,481 Out of a Possible 2,500

In this match Mr. Tewes made a consecutive run of TWENTY-FIVE 25's. Of his 100 shots EIGHTY-TWO were 25's (or bull's-eyes), SEVENTEEN were 24's and ONE 23. Messrs. Ittel, Ross, Smith, Heubner, Stillman and Buss won the SECOND, THIRD, FOURTH, FIFTH, SIXTH and SEVENTH places, respectively, all using Peters Cartridges.

In the Continuous Match, Honor Match and Bull's-eye Match all the winners used Peters Ammunition.

If there ever was the slightest doubt in any mind as to the superiority of Peters Cartridges of all calibers, that doubt has been dispelled for all time by the results of the Sea Girt and Grand Rapids tournaments. The various winnings and high scores were not the result of accident, but may be credited to good holding and ABSOLUTELY PERFECT AMMUNITION.

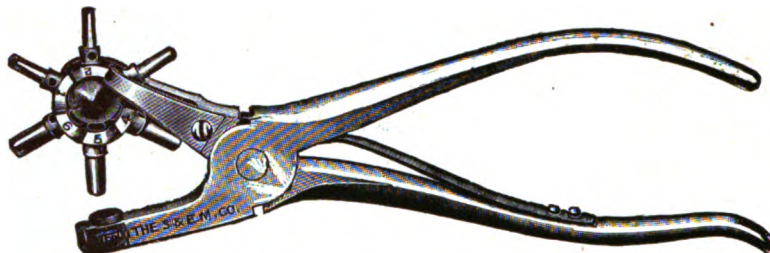
THE PETERS CARTRIDGE CO.

NEW YORK: 98 Chambers Street
T. H. KELLER, Mgr.

CINCINNATI, OHIO

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

Revolving Belt Punches



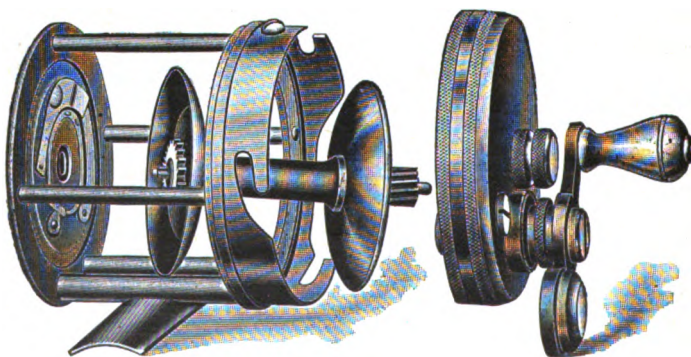
TUBES FOR REVOLVING PUNCHES



Write for Catalogue of **HARDWARE SPECIALTIES**

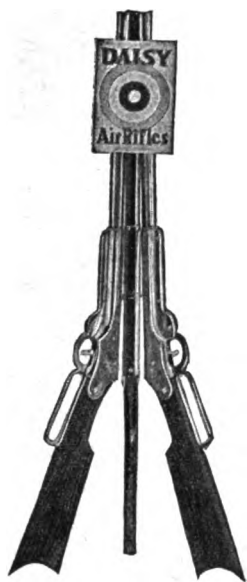
THE SMITH & EGGE MFG. CO.
BRIDGEPORT, CONN.

YOU MAKE A MISTAKE IF YOU DO NOT BUY AMERICA REELS



The best and newest reels upon the market. Original and only Take-Downs, full Ball-Bearing, Micrometer Drag. Throw-out Automatic Lever Winder. Perfect mechanically. Once used, always used.

AMERICA COMPANY, 91 North St., Moline, Ill.



A Good Way to Display the Daisy

You can sell a good many more Daisy Air Rifles, if you put them out where the boys can see them.

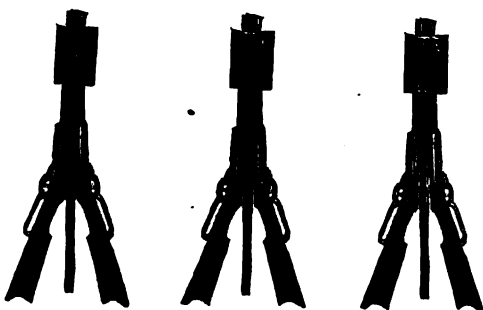
In your window, or on the counter, or in some prominent place on your floor.

Take a stout elastic band and slip it about half-way down the barrel of three rifles—then they'll stand firm in what the soldiers call "stacked arms" position.

Then attach a neat "Daisy" placard which we will be glad to furnish you, and you will have a strong display that will bring the boys right into the store.

We'll furnish the placards, free of charge, on application—you do the rest, and reap the profits.

Daisy Mfg. Company,
280 Union St., Plymouth, Mich.



SAVAGE

Satisfied Customers Means Increased Business

The rapid growth of the SAVAGE ARMS COMPANY is due to the policy which they have pursued in dealing with the Trade, as well as the exceptional quality of all rifles which they have turned out. They co-operate with the dealer, enabling him to make legitimate profit on their goods, selling only to reliable dealers, refusing to sell to cut price houses.

Savage Arms Company have endeavored to make "SAVAGE" stand for the best in quality and workmanship in rifles, until that name, stamped on every gun and rifle, is acknowledged as a safe guide and protection to purchasers.

SAVAGE ARMS CO.

557 Turner St.,

Utica, N. Y., U. S. A.



SPORTING GOODS

We want you to know more about the D. & M. line, particularly

Base Ball Supplies

Includes Balls, Bats, Mitts, Gloves, Masks, Uniforms, &c. Also Tennis Goods.

Our 1906 Catalog illustrates our broad line. Shall we send it—and prices?

The Draper-Maynard Company,
Manufacturers,
Plymouth, N. H., U. S. A.

ITHACA GUNS SELL

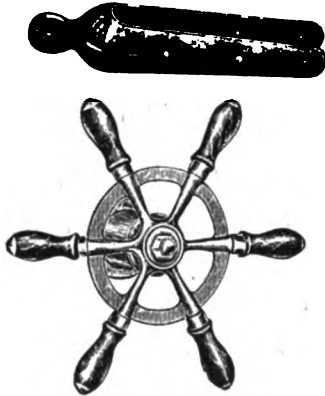
Our name, reputation, guarantee high-grade, low prices, advertising co-operation and army of satisfied customers will sell them.

Send for Art Catalog and special discounts on 17 grades, retailing from \$17.75 to \$300.00.

ITHACA GUN CO., ITHACA, N. Y.
LOCK BOX NO. 7



The Latest Thing for Motor Boat



Acme
Drop
Forged
Steering
Wheels

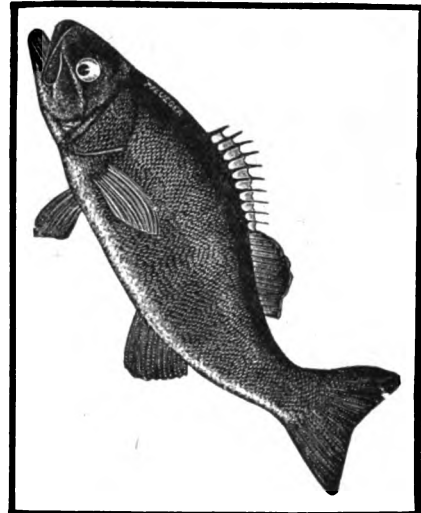
Attractive stock for the Hardware Dealer; wheels are indestructible, made of a fine quality of forging steel, all the metal parts are drop forged and furnished with wood handles and drums; attractively finished and made in two sizes, 12-inch and 16-inch.

Send for catalogue on *Marine Hardware*.

A. S. MORSS COMPANY
210-212 Commercial Street, BOSTON, MASS.

PFLUEGER'S FISHING TACKLE

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, Everything in Fishing Tackle



NOTICE.—Free to any dealer in Sporting Goods sent express prepaid, 170-Page Illustrated Catalogue No. F 24 and Metal Fish Sign in 8-Color Lithograph

The ENTERPRISE MFG. CO.
AKRON, OHIO, U. S. A.



Flexible Flyer "The Sled That Steers"

Swift as the wind—that suits the boys. The only sled a girl can properly control. Made of the best materials. Finely finished. Outlasts any wooden sled. Made in six sizes. Write for descriptive catalogue and prices,

S. L. ALLEN & CO.
Box 1100 H. Philadelphia, Pa.

IRON CLAD WHITE LEAD MAKES MORE PAINT

WRITE FOR

PRICES



A book store well-known in Chicago displayed the following on its window shades : "*Words are the only things that last forever.*"

Have you ever thought of this ?

IRON CLAD WHITE LEAD

does not last forever, but wears longer than any White Lead on the market.

Iron Clad White Lead is packed in steel kegs which keep it soft and fresh.

Live Hardware Dealers wanted everywhere.

Enterprise Paint Mfg. Co.

225-227-229-231 West Van Buren Street, CHICAGO, U. S. A.

Founded in 1828
But always Up-to-Date

Baeder, Adamson & Co.

PHILADELPHIA
NEW YORK
BOSTON
CHICAGO

Manufacturers of
Sand Papers

IN EVERY FORM

Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

You take no risk on the Quality
We make only the Best!

MIRAC

(Registered)

Have you ever thought of the advantages to be derived from carrying in stock a varnish and paint remover that always lives up to its name and reputation?

LUCAS MIRAC never fails to fulfill the mission for which it was made, when used rightly, and, Mr. Dealer, if you wish to retain the good will of your painter friends and build up a reputation as a handler of reliable goods MIRAC will help you to do it.

LUCAS MIRAC removes quickly and effectually old paint, varnish, filler, shellac, etc., from any kind of a surface without in the least injuring the latter.

Just brush it on and after a little while you can peel the old material off with a putty knife.

Drop us a postal and let Uncle Sam bring you particulars, you'll find them interesting.

John Lucas & Co.

PHILADELPHIA

New York

Chicago



Do You Carry This
Profit-Making
Pair of

AD-EL-ITES?



These are money makers for you because the goods sell.

THEY SELL because 1st—They have merit. 2nd—There is a general demand for such goods. 3rd—They are advertised so widely that purchasers know of them and ask for them.

You make a clean 35 per cent. profit on them.

Spring time is the best AD-EL-ITE time. Let us quote you on a trial order. Our catalogue free.

Station I.

Adams & Etting Co.

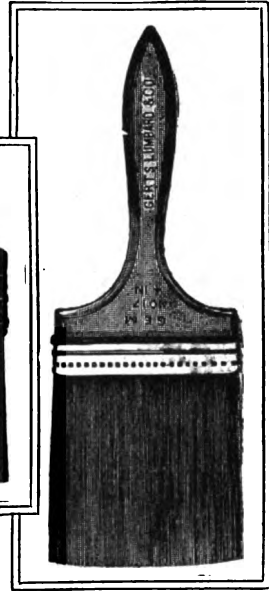
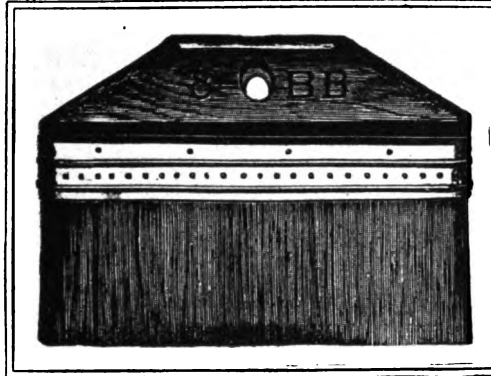
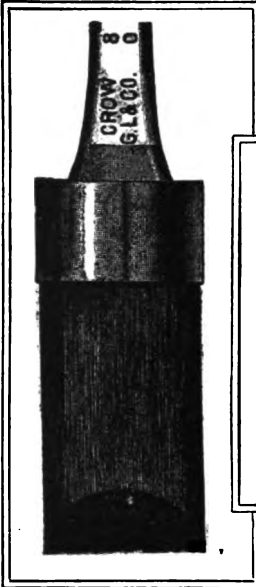
The Ad-el-ite People,
CHICAGO.

Established 1880

Incorporated 1891

GERTS, LUMBARD & CO.,**Brush Makers**

208 AND 210 RANDOLPH STREET, CHICAGO



All our best grades have our full firm name stamped on them. This is our guarantee for quality.

Ask Your Jobbing Hardware House For Them.

If they haven't them send for Trade Catalogue.

THE FRAZER

BEST IN THE WORLD

Always Uniform Often Imitated Never Equalled
Known Everywhere No Talk Required to Sell It

**GOOD GREASE MAKES TRADE
CHEAP GREASE KILLS TRADE**



For Sale by All Jobbers

SEND FOR PRICE LIST

FRAZER LUBRICATOR CO., 83 Murray St., N. Y.

U.S. INFALLIBLE METAL POLISH

IN PASTE, LIQUID OR POWDER

FOR ALL KINDS OF METALS

Best, Cheapest, Goes Furthest. Never dries up or shrinks. Money makers for everybody. Sold by the Jobbing trade. Sample and circular free by mail. Address

GEO. W. HOFFMAN, Mfr.,
295 E. Washington St., INDIANAPOLIS, IND.

Branches: { 1-3 Park Row, NEW YORK CITY.
113 E. Madison Street, CHICAGO, ILL.
1770 15th Street, SAN FRANCISCO, CAL.
Established 20 years.

Established 1842

Established 1842

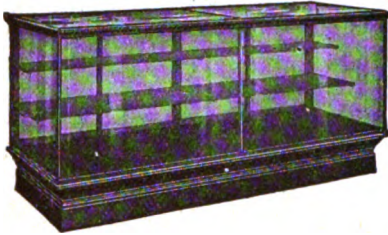
Briggs Bronzene

BEST BRONZE GREEN PAINT MADE

Paste and Liquid Forms
FOR BLINDS AND STORE FRONTS
Send for Color Cards and Prices

John Briggs & Company
BOSTON, MASS.

The best always turns out to be the cheapest



Our new "Crackerjack" Case No. 42, has narrow top rail and attractive style.

When preparing to outfit or rearrange your store equipment it will pay you to consult only the highest grade fixture firm as to prices and styles.

We have the best display cases on the market, and are better prepared to handle your inquiries than any one else.

Write at once for our catalogue.

Grand Rapids Show Case Company

GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World.



The Hale & Kilburn "Favorite" WATER COOLER

POLISHED HARD WOOD CASE AND PORCELAIN-LINED WELL

This Elegant Line of Coolers is widely known in the United States, and is Superior to all others, as shown by the following Leading Features:

Finished and Elegant in Appearance—Sanitary and Scientific Construction—Economy in Consumption of Ice—Impossibility of Contaminating the Water—Freedom from Condensation on Hard Wood Sides—Guaranteed Full Capacity of Each Cooler.

NINE SIZES—1¼ to 20 Gallons

Full illustrated Catalogue House Furnishing Specialties on application.

THE HALE & KILBURN M'FG. CO.

33 Union Square, W.
New York

1800 Lehigh Avenue
Philadelphia, Pa.



Before Purchasing Consult Us

It may be of interest to you to write for an Illustrated Catalogue—as we have the most attractive and complete line in the market of

Water Filters Water Coolers

Chafing Dishes

Table Kettles and Stands

Coffee Extractors Wine Coolers

Nursery Chests Baking Dishes

Crumb Trays and Scrapers

Tea and Bar Urns

Bathroom Fixtures

Coal Vases and Hods, Candlesticks,
Cuspidors, Match Safes, 5 o'Clock Teas, etc.

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

BRANCH OFFICES: { 18 Warren St., New York. 512 Commerce St., Philadelphia.
40 Dearborn St., Chicago. 61 Stuart St., San Francisco.
247 Coronado Building, Denver.

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

"NICE" LIQUID WOOD FILLERS**Varnishes, Paints, Stains and Enamels**

With these you can get and hold the trade that is rightfully yours. They make friends for the Dealer. Send for Booklet.

EUGENE E. NICE, - 272-274 So. Second St., PHILA.

Two Dixon Specials For Hardware Dealers

Dixon's Silica-Graphite Paint

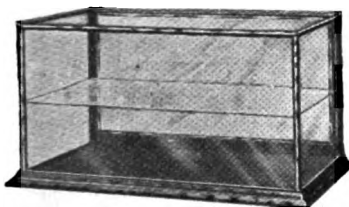
An excellent preservative paint for fences, roofs, smoke-stacks and all wood and metal surfaces. When a customer asks for a high-grade paint that has great surface covering capacity and saves cost of frequent repainting, he wants Dixon's Silica-Graphite Paint. Comes in four dignified colors; one quality.

Dixon's Graphite Axle Grease

Here's an axle grease that you can guarantee as "O. K. in every respect." Dixon's Pure Flake Graphite is the chief ingredient and makes the grease lasting. Will not gum, run, nor harden in any weather. One sale of this product means another sale to the same purchaser.

Joseph Dixon Crucible Company

Jersey City, N. J.



TRY ONE OF THESE *"Quick Sales"*

NOVELTY DISPLAY CASES

\$6.50 F. O. B. Detroit

The best constructed and best finished case ever offered for the money. Style A—like cut, 26 in. long, 14 in. wide, 13½ in. high. Style B—17½ in. high, 14 in. wide, 16 in. long. Oxidized copper frame, strong glass shelf, mirror door, felt lined inside. Lock furnished for extra. We guarantee quality and workmanship.

You need one or more of these cases. You can use them on top of other cases to display novelties, cutlery, revolvers, silverware, smokers' goods, jewelry, and a hundred and one other things. Many dealers buy them by the half dozen. Let us send you one at \$6.50 f. o. b. Detroit. This is exceptional value. You will be so pleased with it you will want more. Order to-day.

DETROIT SHOW CASE CO.

476-490 West Fort Street, Detroit, Mich.

THE NAIAD FILTERS

It goes without saying that pure water is an imperative need—that few supplies are pure—that a filter that can be trusted to insure pure water would be a boon to the public and very profitable to the dealer. But physicians are saying that most domestic filters are a delusion and a snare—a distinct source of danger.

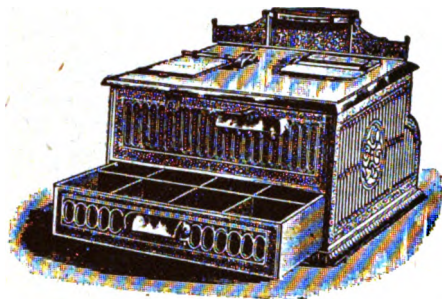
Moral: Don't buy a filter for yourself—don't undertake to sell filters, without investigating. Our Booklet on PURE WATER is an up-to-date discussion of the water problem, and affords much information regarding the different kinds of filters. Send for it.

Do you know that the Naiad Filters are new in principle, of moderate cost, and endorsed by expert Sanitarians wherever known? Write for Circulars, Prices, etc.

The Naiad Filter Co., 606 Sudbury Building, Boston, Mass.

In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

THE SECURITY CASH RECORDERS



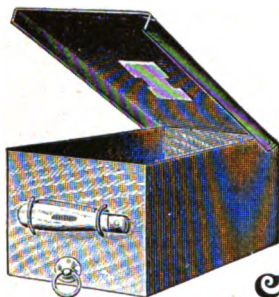
Create System, Hasten Success,
Guarantee Safety.

We manufacture 12 different styles

Illustrated catalogue sent on request

THE
HOUGH CASH RECORDER CO.
INDIAN ORCHARD, MASS., U.S.A.

FREE BOXING LESSONS



It sets them at work—(by "them" I mean your waiting customers), sets them at work selling themselves several things in addition to the one they come after—that is the mission of

The "PERFECT" SHELF BOX

It is a strong, light, handsome, inexpensive medium for the tempting display of one article on its outside, and for the perfect preservation of a lot of others inside of it.

The "PERFECT" SHELF BOX

displaces on sight the common lidless collectors of dirt, dust and dampness, but to do this of course it must first be seen—a desire to see

The "PERFECT" SHELF BOX

is greatly aggravated by the circular of it, to be had for the asking. Shall I mail you such an "aggravator"?

C. P. MOORE, RAVENSWOOD, W. VA.

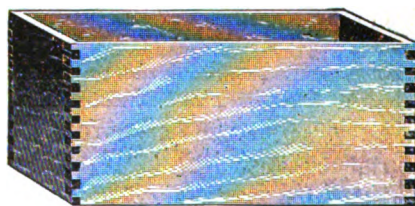
SHELF BOXES

TO ORDER

HENRY H. SHEIP MFG. CO.

Columbia Ave. and Randolph St., Philadelphia, Pa.

INTERCHANGEABLE LOCK-CORNER SHELF BOXES FOR THE HARDWARE TRADE.



THE A. H. GREEN CO.,
97-101 Warren St., NEW YORK.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS

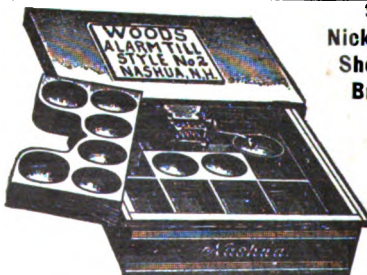
NOISELESS.
CUSHION TIRE.

Best and Most Complete in the Market.
Write for Descriptive Circular and Prices.

MFG.
Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World



Steel
Nickel Plated
Show Case
Brackets



NASHUA TILL CO.
MANUFACTURERS OF
Alarm Cash Drawers
Nashua, N. H., U. S. A.



MERCHANTS
who spend money
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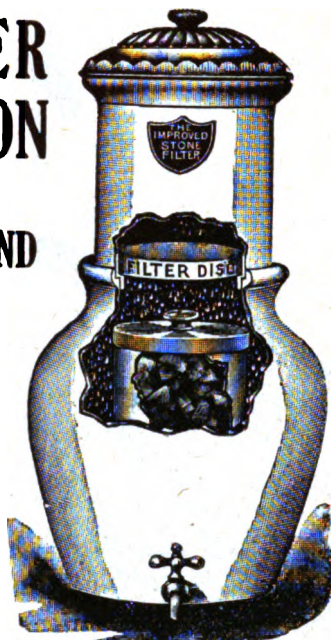
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HARDWARE DEALERS' MAGAZINE

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WHOLE No. 151

An interesting question is being discussed among those who have the interests of the Hardware trade in the United States at heart as to how far those charged with the arrangements for the national conventions are justified in preparing an elaborate programme of exercises. While a fair majority of those who attend these stated gatherings are especially interested in the work that has to be done and in the discussion of topics of interest to the trade, there are many others who make use of them as pleasure reunions, at which personal rest, pleasure seeking and the greeting of friend with friend are the predominant features, leaving to others the labor of conducting the machinery, and the instructive occupation of listening to the many excellent papers and speeches that have been prepared.

* * *

While it is understood and recognized as a very proper thing that friendship and sociability should be cultivated to the fullest extent in these reunions, it is thought by some that perhaps they cut too large a figure, and deprive those in attendance from getting as much good, in the solid sense of the word, out of the mental pabulum provided for their digestion, as would be possible were business to be cultivated a little more zealously at the expense of sociability.

* * *

Still, no one would suggest, even for a moment, that these annual reunions should be omitted because all those who are present do not tie themselves down as closely to actual work as do some to whom work is more congenial. All work and no play has the same effect upon a Hardwareman as upon others, and it is a tribute to the shrewdness of the American business man that sometimes, when

he seems to be the most frivolously employed, he is putting a long and sure shot at some business scheme, and that in sipping lemonade in company with a business rival, or a business patron, he will be learning from the one and teaching to the other, lessons of practical value that may assist largely in the future in keeping the wheels of his factory running or the salesmen of his house employed.

* * *

The long and short of it seems to be that conventions, like those held in Virginia during the middle of the beautiful month just passed, are largely conducive to general good in a business way, and that they will be continued with the same earnest and patriotic endeavor that has characterized their operations in the past. The gentlemen from the South who were present at that gathering were unanimous in the opinion that the South has come literally into her own, and that not only in the selling of Hardware, but in the making of the same, the land of Dixie will continue to hold its own in the immediate future, with that same vigor and hold-on-to steadiness that has characterized its recent past.

* * *

The South, according to their estimate, is "all there" and it will be an unfortunate and unexpected series of untoward accidents that will prevent its remaining there. The gentlemen from the South are sometimes charged with an inclination to clothe their ideas in poetic figures, and to use illustrations of a highly ideal character in prasing the land to which they are so loyally devoted. But those who come into close contact with them in a business way, soon discover that there is there a practical hardness, directness and prosaic habit of money-getting and keeping that the

Yankee of the North has supposed, in past generations, to hold for himself in a monopolistic and ever-tightening grasp. The southern Hardware dealer and manufacturer is as practical and as strenuous in the pursuit of his business ideals as the most trained Hardwareman from New England or the Central West.

* * *

The Southern Hardware Jobbers' Association is one of the leaders of the grand movement which has characterized the trade in the last decade, that of fraternal co-operation and the joining of business hands for the encouragement, support and advancement of one class of trade with the other. That its conventions should be successful is a foregone conclusion, and that the members should fraternize to the fullest extent with their manufacturing and jobbing brothers of the North is but carrying out that principle of fraternity, amity and co-operation that has from the beginning been the groundwork of the association.

* * *

The comments in the above in regard to mingling pleasure with business call naturally to attention the fact that this is the season when houses which expect the best results from their members and employes are those which recognize the every-where-confessed fact that a little rest in the midst of many labors is at times a good thing. That summer vacations have become as general as they have, not through a mere philanthropic desire to give to each other a good time, but from the result of a carefully considered and digested business axiom that a man can do better work in eleven months or in fifty weeks than he can do in a whole year of fifty-two weeks.

* * *

Elsewhere in this issue we present a number of reasons advanced by Hardware manufacturers as to why the vacation habit has grown upon them. These can be perused with advantage by that small and constantly decreasing class who believe that the nose which is held forever to the grindstone is the one that is the sharper for inserting into successful business propositions, and in scenting business advantages, than one which is not ground down to so fine a point.

Retiring Philadelphia Hardwareman

"Curious isn't it?" remarked a New York retail Hardware man, "how different cities regard the meaning of different words?"

"Take, for instance, the word 'retiring,' as defined in Philadelphia, as against the usual meaning given to it in the city of New York.

"How did I find it out? By a bit of personal experience in connection with a young gentleman who was in my employ for three days. His home is in Philadelphia, and he was recommended to me by a prominent jobber of that city who, when I agreed to give him a trial in the store, requested that I deal gently with him as he was 'a remarkably retiring young man.'

"He had not been with us 24 hours before this quality of meek, modest self-abasement which had accorded to him his voucher came to the surface in a very vivid manner. On the second morning he invaded my private office, and, in a modest and retiring manner, suggested several changes which he believed ought to be made in the conduct of the business. I thanked him politely, but with a frigidity which he no doubt attributed to my New York temperament rather than to any suggestion as to the relations which should exist between the head of the house and a young clerk on his first week's trial.

"That afternoon I learned that he had precipitated a very lively dispute between the manager and himself as to the manner in which customers were best approached, and on being told by the manager that the business had been run some thirty years without his intervention, he proudly responded that the time had arrived when somebody ought to take hold, and that he was true to his Quaker blood in not only seeing his duty, but in being willing to perform it.

"The next day his Philadelphia modesty took a new turn. At 11 o'clock he invited my confidential typewriter to accompany him to lunch, which she promptly declined. At 12 o'clock he attempted to kiss her on her passage from the office to the front door, and at 2 in the afternoon suggested to me that he thought the young lady was not sufficiently efficient, and that he knew of one who would do better work at less wages.

"The next afternoon, when he had received his pay for three days' work, accompanied by a return trip ticket to Philadelphia, he paused for a moment on the doorstep, waved his hand cordially to the manager, and in a final burst of retiring modesty remarked: 'Ta-ta, old boy, I will be back here in about a month and buy this establishment out.'

"On the whole," remarked the merchant, as he closed his desk, "I think that as between the two, I prefer a cheeky youth of New York rather than a retiring young man from Philadelphia."

"Where can one find the best school of salesmanship?"

"In a first-class Hardware store."

JOBBERS AND THEIR SALESMEN

THE RELATIONS THAT EXIST BETWEEN THE TWO—WHICH LEARNS THE MOST FROM THE OTHER?—TRADE WISDOM THAT HAS COME FROM YEARS OF INTERDEPENDENT RELATIONS—PLANS PURSUED BY THOSE WHO MANAGE AND BUY TO KEEP IN TOUCH WITH THOSE WHO SELL—A SYMPOSIUM ON A LIVE SUBJECT.

St. Paul, Minn.

Hackett, Walther, Gates Hardware Co.: Not many years ago a traveling salesman was unknown. Merchants went to market once or twice each year and bought a year's or a six months' stock, at the same time posting themselves on the new goods in the market.

The commercial traveler began to be numerous about fifty years ago, and to-day is a necessity. He not only sells goods, but carries a fund of all kinds of news, some good and some bad. He is the distributor of stories of all kinds, and is welcomed by all classes in all towns at which he calls. He represents his house, and the house is careful that his habits and behavior are correct, for they are jealous of the house's good reputation.

A good house watches the character of its men as carefully as they can, and slips in any way are not allowed. An immediate discharge follows a bad break; the result is that commercial travelers, as a class, will equal in every way the proprietors themselves.

We follow the system of writing our men every Friday of changes and possible changes in the market, giving them all the information we gather during the previous week, so that they all know just as much as the house.

We expect also to receive from our men weekly letters giving us their trials and difficulties, telling us what our competitors are doing and what the trade desire, and what they object to. In this way there is a continual stream of information from them to us, and from us to them. It is our duty to put this into useful shape, taking the good from the bad and sending out our instructions in accordance with all information received.

We know that the merchant who does not quiz the salesman and get the last news about his business makes a serious mistake. All of our travelers are full of valuable information, and will gladly give it out when they have a chance. The man who draws out of a salesman all the information he has will be a better posted merchant than one who does not.

The heads of departments in our business are experts in their lines, and can and do give all their knowledge to our salesmen, so you can readily see what a fund of expert knowledge is floating around—but it does require a willingness of the trade to accept this before the salesman can give it.

A friendly relation existing between salesman and customer causes him to be anxious to assist the customer by giving him valuable pointers, when and what to buy, and telling him how best to arrange his stock to make it more attractive. He can tell him what neighboring towns are selling goods for, and, in fact, is fully posted on his entire line in every way.

We have the most cordial relations with our travelers and believe it pays, because we desire their earnest efforts for the benefit of our business, and what helps our customers helps us.

Wilmington, N. C.

N. Jacobi Hardware Co.: Our experience is that traveling salesmen who are capable and alert can be of much value in gathering information and giving us true conditions of the sections they cover. It is necessary to have capable representatives, and a house that is so fortunate as to have such a class of these men must get good results. Incompetent men are dear at any price. One of the advantages that the large houses have is their ability to pay prices demanded by high-grade men, while the smaller houses find it necessary to do their own work. In fact, we are inclined to believe that there are only two classes of business that pays—the large one that has competent help and the small one that can do their own work.

Toledo, O.

Bostwick-Braun Co.: In regard to our experience with our salesmen, would say that we insist on perfect harmony between ourselves and them. If this does not exist, we separate. To make a success we believe that this is absolutely essential. We feel that our salesmen's experiences are of a great deal of benefit to us. We also feel that it is absolutely essential that we give a great deal of information to them.

Boston, Mass.

Bigelow & Dowse Co.: The traveling salesman problem is a hard nut to crack, for some salesmen will take their trouble philosophically and work with the house to remedy the existing evils, while others will act like a sulky mule and sit back in the breeching and do a lot of kicking without any benefit either to themselves or to the house they represent.

It is difficult for many of them to compre-

hend the fact that it is of prime importance that the house should make a profit, which they easily forget in their anxiety to favor their customers and annihilate their competitors.

The sales manager always has and always will have his troubles, and there is no evidence in sight that he can hope for changed conditions.

Sherman, Tex.

Roberts, Sanford & Taylor Co.: Do we learn as much from our traveling men as they do from us?

That is rather a difficult question to answer. However, we can say with the utmost frankness that we learn a good deal from them, the most important of which is that we are not the whole thing, and that there are other houses that are just as anxious for business as ourselves. They also teach us by intimation that there are other Hardwaremen that buy goods just as cheaply as we do. But aside from these statements—which we are slow to admit, at least, to them—we do get much valuable information from our traveling men.

They keep us posted as to what our competitors are doing, what new goods are being sold, and what old lines are being dropped by the trade.

They inform us of the condition of the crops and the prospect for business. In constant touch with the traveling men of other houses—both in our line and others—they gather a vast amount of general information that is extremely helpful to us in the management of our affairs. As a matter of fact, we rely very largely upon their judgment in many matters. They are on the ground with the retail trade all the time, are familiar with the general situation, and know, therefore, really better than we what brands and what class of goods will prove the best sellers.

We rarely make large purchases in any line, and never put in a new line of goods without consulting them, and frequently yield our judgment to theirs in such matters. On the other hand, we often buy goods upon their suggestion even against our better judgment. We do this to stimulate their interest, and we would rather take the chances of sustaining a loss than have them feel that we do not value their judgment.

Sustaining this cordial relation toward our road men, we have but little difficulty in enlisting their aid in carrying out any policy upon which we may determine.

Traveling men constitute a tremendous factor in the success of any jobbing concern, and the closer a house gets in touch with them, the better will be the results. A sales manager makes a very grave mistake when he leans back in his office chair and arbitrarily sets aside

the opinions and suggestions of his traveling men. If they know that you are relying largely upon their judgment, ability and fidelity, they rise to the responsibility that is placed upon them, and take a livelier interest in the business and put forth greater efforts in the extension of its trade.

This has reference as well to the credit department as to the sales department, and we often have saved ourselves from loss by being guided by the advice of our traveling men rather than by the reports of commercial agencies. By pursuing the policy outlined above, we are pleased to say that the relations between our traveling men and the house are extremely close, confidential and pleasant, and during the fiscal year just closed reasonably profitable.

Davenport, Ia.

Sickles, Preston & Nutting Co.: With regard to traveling salesmen, they never have and probably never will obey instructions, and we are inclined to think that it would not be best if they did.

We have had but one traveling salesman who did as he was told, and he never made a dollar for us. The traveling salesmen are right on the ground and are necessarily better judges of what is best than the manager, who rarely visits customers.

As long as they keep pushing us a little farther away from the poor-house each year, we are content. What we do not know does not worry us.

Tampa, Fla.

Knight & Wall Co.: Our territory is limited, and we have only two salesmen on the road, who come in to the house every week. Under these conditions, we naturally keep in close touch with them and depend on them to a great extent to inform us of the needs of the trade, and our relations with them are as pleasant as we could wish for.

New York City

Sickels & Nutting Co.: We have an established rule that any information our salesmen can derive on the road that would be of benefit to our house is to be imparted to our buyer. We have, in fact, established several good agencies in the past years through this information, which we could not have negotiated had we not received information from the source mentioned.

Many times salesmen come in contact with individuals who know nothing of our concern, and through their influence are directed to us; in many cases with good results.

Regarding about keeping salesmen posted, we issue weekly or semi-weekly a regular bulletin of changes in prices; at the same time mak-

ing request to push certain lines of goods, as well as other information that we wish imparted to them. We find this works very satisfactorily, and is the best means of keeping them posted.

Kansas City, Mo.

Faeth Iron Co.: We feel that the interchange of information between traveling salesmen and employers should be mutual, and each should learn much from the other. Our information to the traveling salesmen along the line of prices they must receive from us as their sole source of information, while we depend upon our salesmen for the information they gather from day to day as to conditions in their territory, the personality and peculiarities of their customers, and they give us much that is of benefit to us in promoting the sales department. We feel that one of the best assets is in our pleasant relations with salesmen at all times.

Lynchburg, Va.

Barker-Jennings Hardware Co.: In regard to handling traveling salesmen, in the first place, we think that the manager of the sales department should have had experience as a traveling salesman in order to best know how to handle all of the details as they arise.

Our practice is to get as close to our salesmen as possible, and to impress upon them the fact that our interest is theirs, and endeavor to work together for our mutual interest. Our relations are always friendly and pleasant, and we do all we can to encourage and stimulate them in their work.

There should be no friction between the salesmen and their manager. They should be made to feel that they occupy a very important position, and on their efforts hinge very largely the success of the house which they represent. They should be so handled as to have full confidence in their house.

It is not an infrequent occurrence that one hears a salesman abuse his house, and especially his superior. Such cases are unfortunate, to say the least, and no salesman can do his best who entertains such feelings.

Omaha, Neb.

Lee-Glass-Andreesen Hardware Co.: We have a brilliant array of traveling salesmen, who are willing to teach as well as to be taught. The main trouble we have in our instructions is to show them that our costs actually represent cost, and are not something that they can guess around to meet the other fellow's price. A great many manufacturers will sell direct to retailers at a certain price for a stated quantity. Our salesman comes along and tries to meet it with one-sixth dozen and not even

figure the freight and extra cost for packing by the manufacturer's twenty-five dozen at his factory.

When we can get our traveling salesmen sufficiently trained to figure freights from any given point, we will then be in hopes of obviating most of the trouble that we experience in meeting a competitive price.

Our relation with the traveling salesmen is happy, but not as profitable as we would like to see.

Grand Rapids, Mich.

Clark-Rutka-Weaver Co.: In inference to our traveling salesmen, we might answer that question by saying that we do not learn as much perhaps from our salesmen as they do from us, but believe that we are in closer touch with them than the average house.

We adopted the custom some years ago of having our salesmen come in at stated periods and put in a day with us. We take them through stock and afterward have a heart-to-heart talk with them in our private office. In this way we receive a great deal of valuable information in regard to the different conditions existing, not only as regards the financial standing and future prospects of our several customers, but also in reference to the actions of our competitors. We try as far as possible to have each and every traveling man who represents us feel a personal interest in the business, and to handle it the same as if the entire business depended on him, and him only.

We do not believe that scolding for any faults of traveling men, or any shortcomings, does very much good. We believe that a good square statement made by a responsible person in the house to the traveler goes farther than any amount of letter writing or fault finding. In that way we believe we get more than the average results from our salesmen. The relations between our salesmen and ourselves are very happy and as profitable as we can reasonably expect.

Wilmington, Del.

Capelle Hardware Co.: Our observation is that the traveling man is loyal to his house when in contact with a customer. When out of action he oftentimes feels he is overworked and underpaid, and is also prone to forget that the success attending his efforts may be in some measure due to the qualities of the house he represents.

We believe the close relationship which in past times existed between the house and the salesman has been loosened in a great measure by the commission or percentage system of remuneration; also by the fact that salesmen get farther afield and come in contact with the employer less frequently.

We also believe the commission method of remuneration causes the employer to be less discriminating in selecting his material. Salesmen are the arteries that lead the life blood to the house, and should represent the firm as well as the goods.

We also believe it is well to give the road representative a certain latitude in correcting and adjusting difficulties that may arise with a customer.

Frequent personal contact, pleasant relationship and a pro rata division of the profits may in the future solve the problem that will certainly call for solution in the relationship between the salesman and his house.

Indianapolis, Ind.

Vonnegut Hardware Co.: As to the relationship between ourselves and the traveling salesmen, we aim to keep them well posted with bulletins which are issued regularly. In addition to the changes of prices, we give them lots of good advice and ask them for expressions by mail while on the road, and verbally when in the house.

We regret to admit that the sales of our traveling salesmen are not as profitable as they should be. In fact, prices made by them, as a rule, are lower than it is necessary to price goods sold on mail orders, which, of course, is not only unsatisfactory, but wrong in principle.

We are open for suggestions how to improve this condition.

Pittsburg, Pa.

Logan-Gregg Hardware Co.: As to our traveling salesmen, would say that we keep in close touch with them for mutual benefit. We require from them a daily account of calls made and the result, whether the customer is sold or not. We also have nearby men come in at least once in two weeks, and farther away men once in two months.

We issue bulletins as often as necessary, sometimes two or three a week, of changes in prices.

We learn much from them, but they learn much more from the house, and we make the selling prices here. Very few salesmen are capable of holding prices when given unlimited authority. Our manager takes occasional trips among the customers, which are valuable in forming his opinion as to reports which come through salesmen.

Mr. William Twelvetree, an English Hardwareman, is making a profound study of iron and steel rust. His attention, it would seem, would more naturally turn to planting or forest preservation.

American Sales Increased

The latest news from Peru is that in hardware, tools and cutlery the business of the United States has grown from \$52,400 per annum to \$86,300. England, our most formidable rival, has made almost the same increase, from \$47,000 to \$77,000. German trade in these goods, while still considerable, has suffered in recent years, through the disrepute into which the extremely cheap German makes have fallen. There is apparently a very good outlook for American goods.

What is true of Hardware and cutlery is equally true of nails, spikes, tacks, etc. American sales have recently increased from \$1,200 per annum to \$10,500; they exceed now those of our principal rival, England. Military firearms are purchased almost exclusively from Germany, but the trade in sporting arms is divided mainly between England and the United States. England still retains the lead, but her sales have remained stationary at \$19,700 per annum, while those of the United States have grown from \$8,000 to \$13,800. Germany's contribution in this sort of arms amounts to only \$1,000 per annum. Some French and Spanish arms are also sold, but their total amount is small.

American Machine Tools

The chief buyer for a large machine tool works in France has gone home to report that he visited fifty-two machine tool works in a recent tour of the United States and was exceptionally pleased by the courteous treatment he received.

Before visiting several of these works he placed small orders with them, thinking that this would assist him by way of introduction and accord him some special advantages, but he found these advance baits unnecessary, as he was treated just as kindly in factories where no orders had been placed as he was in the others.

Manufacturers of machine tools both in Germany and France admit the excellence of the American product and are always anxious to gain all possible information from American manufacturers.

Agricultural Implement Exhibit

An agricultural exhibition is to be held in Lagos, West Africa, in November of this year. Exhibits of any simple implements or machinery suitable for the cultivation and preparation of the products of that country, such as rubber, cotton, coffee, etc., are invited. There are no draught animals at present in the colony, and as a result exhibits of hand implements will be very proper.

This would seem to be a good opportunity for exhibiting American made hand cultivators, hoes and other agricultural implements.

GOOD NEWS FROM THE HARDWARE TRADE

JOBBERS STILL BUSY, AND REPORT A GOOD SPRING TRADE, WITH BRIGHT PROSPECTS FOR THE SUMMER AND FALL—THE COUNTRY ON A SAFE AND CONSERVATIVE BASIS.

The Hardware jobbers of the United States seem to be in the same mood of expectant hopefulness that has actuated them in times gone by. They are not only satisfied with the present and with the outlook for the future, but seem to have a reasonable cause for the terms upon which they appear to be with prosperity and good fortune.

The letters which are given in this connection are not only optimistic, but show that the country is in a solid and safe business condition, and that trade is being conducted on a conservative basis. There seem to be orders enough to go around, and as long as this condition continues, the factories will be justified in keeping up their present production. One of the gratifying features of the situation is that most of the makers of Hardware are satisfied that a great increase of production is not called for, and are therefore content to be behind with their orders in many cases, rather than so increase their facilities as to overflow the market.

Meriden, Conn.

Church & Morse: In reference to general business, will say that we have no complaint to offer in this line, as we have had a very busy spring, and the outlook in this section is very good, although there is not as much building as we wish there was, which is largely due to the high prices of material. However, we fail to see where anyone can complain very much, and think most people are satisfied with the outlook.

Portland, Ore.

Failing, Haines & Coleman: In regard to trade conditions, we are glad to say that they have never been better. All the Hardware trade in this territory are rushed with business. Collections are good. The entire country is prosperous, with a promise of good crops and a large amount of new railroad building. People from the east and middle west are continually coming in and settling; almost all of them with some capital to commence life on in the new country. In all ways we can say conditions were never better than they are at present.

Seattle, Wash.

Schwabacher Hardware Co.: The business situation in this part of the country has been very lively, and we expect the same to continue during the balance of the year. The unfortunate disaster which occurred in San Francisco has, to a certain extent, improved the situation

here, as a great many of the trade have been forced to purchase goods in this territory, where formerly San Francisco was their source of supply. Also the disaster in Fairbanks has increased business to a certain extent, the trade up there rushing in a big supply of corrugated iron and building material.

We think that business will continue good to the end of the year, and that it will be a profitable one.

New York City

Sickles & Nutting Co.: Our business for this time of the year is equally as good, if not better, than former years, and we look for a continuation of the same for the balance of this year at least.

Baton Rouge, La.

Doherty Hardware Co.: Our past year's business, which ended the first of this month, compares very favorably with the preceding year, notwithstanding business was suspended two or three months on account of the quarantine. We hope this season to go through without any quarantine, and the crop prospects at present are very good. We see no reason why we should not have a good business this year.

Nashville, Tenn.

Gray & Dudley Hardware Co.: With us and the other Southern Hardware jobbers the big spring and summer business is over with. We are now in the midst of our annual inventory.

We are glad to tell you that the business we have had since December 1 last has been the best we have ever known. Our sales for every month this year have shown a very large increase over the corresponding months of last year, and we believe that most of the southern houses have had the same experience. There is no question but that the South is in a splendid condition, and the Hardware dealers throughout the South are doing a better business and making more money than they have ever done before; notwithstanding that this is our dull season, it is with difficulty that we can take stock and fill our orders, as the volume of business is unusually heavy for this time of the year. Both May and June were good months. By the first of July the fall trade opened up in earnest, and we anticipate an enormous business.

Crop prospects as a whole are most excellent. In some sections of the South it has been very dry for the past thirty days, and rain is badly needed for the young cotton and other

crops. The wheat crop in Tennessee is looking first-class, and is going to be above the average. Taken as a whole, we think conditions are most satisfactory, and we can see nothing but good times ahead of us.

We are making preparations for the largest summer and fall business we have ever had, and we do not believe that we will be disappointed.

Philadelphia, Pa.

Biddle Hardware Co.: So far the year 1906 has been one of surprises, and we think that most business men, if they answer frankly, would tell the same story. These surprises consist of the steady volume of business which has been in progress throughout the year, and which so far shows very few signs of diminishing.

At the beginning of the year indications pointed toward a fair volume of spring trade, but in view of the large volume of trade of the last two or three years, there was a prevalent feeling that good times could not last forever, and that the reaction, which heretofore has always seemed inevitable, would come sooner or later, and probably this spring. Once or twice during the spring there have been times when it seemed possible to discern a little falling off in the demand, but this has always been followed by a return to a large trade, and now the demand seems as steady and as strong as ever.

We can see no reason why this agreeable state of affairs should not continue. The country generally is prosperous. The prospects for crops are good; the South especially is expanding greatly, and even high prices of building material have little or no effect upon the volume of business. With such an outlook confidence is apparently justified, and while there is no temptation to speculate, the general demand should keep us busy.

Under such conditions, business problems do not receive the same attention as in dull times, when every nerve is strained to accomplish the best results. Of course, we all realize the truth of the proverb to "make hay while the sun shines," and this is what we are now trying to do, with the hope it will bring a fair measure of personal success.

Boston Mass.

Bigelow & Dowse Co.: Since the new year New England Hardware dealers have been prosperous, and present conditions promise a very satisfactory year's business. Labor is generally well employed, and no strikes of any importance have troubled the building trade. The volume of business is very satisfactory, and it has been no unusual occurrence for houses to work overtime to take care of their orders and make prompt shipment.

Continuous rain for sixty hours has made the farmers happy, for it has sunk deep down into the earth, giving life and vigor to the growing crops. The foliage in the orchard and the forest was never thicker or more luxuriant. No one has a thought to be a pessimist in this delightful season of the year, when nature is so full of life and promise.

There is a good sale for all seasonable goods and stocks are being depleted rapidly. Prices are being well maintained among the jobbers, who have no large surplus stocks to worry about and who find much difficulty in replenishing many lines from the factories. In the builders' Hardware line the factories were never so short of goods, and the demand was never greater. Barbed wire is being rapidly displaced by woven wire fencing, the sale of which was never greater than it is this year. The demand for Pittsburg electric welded wire poultry netting indicates that the old style light octagon netting has seen its best days. The late rain will insure a very large sale for lawn mowers, which indicates a shortage later in the season.

Indianapolis, Ind.

Vonnegut Hardware Co.: We are pleased to report that trade is good in this section of the country, and we know of no reason why the same should not continue for some time to come. There is considerable building in progress at present, which naturally keeps the mechanics busy and induces them to replenish their old and to buy new tools of all kinds.

Wilmington, Del.

Capelle Hardware Co.: We are busy; we have been and expect to be busy, although our business has been modified in a large measure by the late frosts and the protracted drought, very recently broken by a beneficial rain. We hope this rain has been general in its effect, but it is of too recent date for us to have reports.

Grand Rapids, Mich.

Clark-Rutka-Weaver Co.: Our spring trade in this section was unusually good, and with the present outlook for the future, as regards crops and labor conditions, we have every reason to believe that our summer trade will be above the normal.

Omaha, Neb.

Lee-Glass-Andreesen Hardware Co.: We have no occasion to recede from our former glowing report of this part of the country. In fact, business has already passed the point of our expectations. We do not even have a "guess coming." Business is on us every day. Our individual garden plot has grown such a

rank crop of weeds owing to the inability of the eastern manufacturers to supply garden tools in quantities required, that we have been forced to commence on our scythes and snaths, with an indication that this stock will soon be exhausted and we will have to put up handled axes.

Lynchburg, Va.

Barker-Jennings Hardware Co.: Trade is holding up remarkably well for the season of the year; we have never known it better. All lines are quite active, especially railroad and contractors' supplies. We can see no reason why we should not expect business to hold up throughout the present year at least.

Kansas City, Mo.

Faeth Iron Co.: In Kansas City territory trade conditions were never better than at present. Our prospects for bumper crops are very promising, and we anticipate no decrease in the present large volume of business.

Tampa, Fla.

Knight & Wall Co.: The business in our section is very good indeed, and there is every prospect of its continuing so during the summer. On account of the development of the lumber and turpentine business which has taken place within the last few years in Florida, our State is very prosperous, more so than ever before.

Davenport, Ia.

Sickels, Preston & Nutting Co.: If we were to write you all we knew about the situation, where would you procure the paper on which to print this vast amount of information, and as to what we guess you probably are not aware of our standing in the class when we went to guessing school, or you would be more conservative in your request along this line.

There has been a steady and very satisfactory improvement in sales since the cold weather and bad roads have disappeared, and we feel happy over the present conditions and the prospects for a lively summer trade. The advances that have occurred on many lines have had a stimulating effect on trade generally, and the thoughtful dealer is looking over his stock with more than usual care, with a view of taking advantage of any further advances that may occur.

While there is no marked tendency to speculate, there is evidence that future wants are being anticipated to some extent.

Sherman, Tex.

Roberts, Sanford & Taylor Co.: Under the influence of the bright, warm days, the growing crops are showing marked improvement,

and trade conditions generally are very much better than they have been. If we can have a few weeks of continued favorable weather, summer trade in this section will assume normal proportions. Merchants have been conservative in their buying and stocks are low, and when the fall trade begins, it will probably be heavier than last year.

Toledo, O.

Bostwick-Braun Co.: Our business during the last two weeks has been fully up to our expectations; in fact, we have had all the orders that we could conveniently take care of. We had feared that the continual dry weather would result in a falling off of trade. We believe, however, the immediate section will be benefited by the rains, and unless something unexpected should happen, we believe that this will be a most satisfactory month.

Wilmington, N. C.

N. Jacobi Hardware Co.: Business continues good in our section for this season of the year. It naturally is much lighter than in the early spring. We feel encouraged and expect present prosperous conditions will continue.

After the first of June our summer resorts opened and thousands visit our city and seashore, which naturally puts a good deal of money in circulation.

St. Paul, Minn.

Hackett, Walther, Gates Hardware Co.: Our entire territory is flourishing, some small portions have been having too much rain; still this is not serious, and we expect that Providence will this year, as He always has, give us a bountiful harvest.

Pittsburg, Pa.

Logan-Gregg Hardware Co.: Business during May was quite heavy, taxing all departments to the utmost to keep up with the orders. We see no reason why it should not continue good for the remainder of this season, and as to fall trade that will depend on the crops of the country.

Farm Machinery Needed

An American resident of Guatemala City, in the Republic of Guatemala, writes that one large agricultural company has just received thirty cases of farm machinery for use on its farm, consisting of ploughs, cornshellers, haycutters, etc. He adds that American machinery has the preference in that country, but that the German dealers are pushing their business for all that it is worth. Wages are high, comparatively, help is scarce, and the farmers are beginning to feel that they can use better machinery.

HARDWARE MANUFACTURING CONDITIONS

The lines of Hardware discussed below seem to be in as good condition as could be expected. The opinions of market conditions in these various articles are from manufacturers who stand high in their specialties, and whose trade furnish a fair indication of conditions generally:

Metal Ceiling and Roofing: "We have all the business that we can practically take care of for a period of the next ninety days. The iron business was never in a healthier condition. Prices during the last half of this year will not be any lower. Stocks are low, and while we do not anticipate much advance in prices, are satisfied that it will be necessary to pay premiums of \$1 to \$2 per ton for reasonable prompt deliveries."

Hinges and Butts: "The strap and T hinge and wrought butt business is in a very healthy condition at present. The demand for such goods is fairly satisfactory; prices are low and there does not seem to be any disposition to speculate on the part of the wholesale trade. Buying is only what would seem to fill the regular requirements, and just at present is showing a tendency to smaller volume, as is perfectly natural at this season. The outlook for the fall is good, and while no unusual demand is expected, sufficient business to keep all of the factories fairly occupied is looked for."

Lawn Mowers: "Regarding the condition of the market, prices, etc., would state that this year has been the best we ever experienced and far beyond our anticipations. We have had no complaint whatever regarding prices, not having changed ours in the last three or four years, and being far behind our orders at the present time, as we have been since before 1st April."

Wrenches: "The month just closed has been an exceptionally good one, showing a marked increase over the same month in preceding years. This may be due to the draft on stocks throughout the country to supply stocks on the Pacific slope, but it is a little uncertain as to this being a fact, as the orders do not seem to be local in character or confined to any one section. The present month started at the same gait, and we have little doubt that it will be as good proportionately. We are not behind to any great extent in our

orders, but we have not been able to accumulate a surplus as in previous years this month. This would indicate in our minds that business was at least holding its own in other sections. We note no decline in prices of raw material and shall make no shift in our prices for the next season."

Hardware Specialties: "So far as we can learn, all prices in our line will remain firm, and on a few goods prices must be advanced a little, as the raw material is higher. We have had more business than we could handle all the season, and are still short of goods, such as pliers and cutlery. The barn-door hanger trade is not as good as we might wish, but is improving some. Our quotations will for the present remain the same."

Grindstones: "Our season, as far as the Hardware trade is concerned, is practically over, but we are pleased to report that the business has been exceedingly good. Orders have been generous and frequent, although prices have not been as good as heretofore. As far as our observation goes, business is good in every line with which we come in contact. Manufacturers are all as busy as they can be, and the returns seem to be satisfactory."

Nuts and Rivets: "Summer trade bids fair to be very active; in fact, the outlook for the balance of the year is quite promising. The prices in our lines will probably remain firm, although the chances are more in favor of an advance than of a decline, if any change takes place. Competition between manufacturers has not been on such a fair and honest basis as at present for some years, and as a consequence the tone is inclined to be conservative and changes are not favored. This is not a good time for speculative contracts and for bargain hunting by buyers."

Ammunition: "There is little to be said with reference to market conditions, prices, etc., in the ammunition business. There have been no changes recently in prices. The volume of business is satisfactory, and there seems to be a confident tone among the jobbing trade with whom we deal."

Shovels, Spades, Etc.: "We are receiving a steadily increasing number of orders for

our staple goods, namely, seamless steel cooking utensils, and shovels, spades and scoops, and are already well under way with steel snow shovels, furnace shovels and sidewalk scrapers intended for orders and specifications being sent us for fall delivery, all of which keep us strenuously hustling. We are satisfied with our present volume of business, and believe we are warranted in expecting it to grow."

Paints and Varnishes: "In white lead the advance has been maintained, although the higher prices in this country have induced the importation of the metal, so that any further advances have been checked. The price remains at about the same as our last review, which is extremely high. While there has been no change in the price of white lead, the manufacturers of the oxides, red lead, litharge, etc., have added another $\frac{1}{4}$ cent to their previous quotations, and the representatives of the large interests are advising buyers to cover their wants for white lead as far ahead as possible. No one can estimate the influence of other pigments in holding down the price of white lead; the great benefit that the consuming public have derived from the present agitation as to what constitutes a paint, has prompted a great deal of advertising and the exploitation of the presumed advantages of the older pigments, but it is a very up-hill fight, with science, theory and above all—practice, united in the demonstration so easily proven, that other pigments than lead make the better paint. We wish to repeat the absolute and undisputed fact that the definition of paint is—the article or product which wears the best and fulfills its purpose as a protector the longest. Linseed Oil is an article of continued interest by reason of its fluctuations. The planting for the coming crop of seed has been done and buyers will need to keep watch of the conditions as they develop. In Turpentine it is too early to predict what the results may be, but as the free alcohol law may affect Turpentine, the next six months will witness some changes. There certainly will be in the Shellacs, although the latter gum is so very high, which will tend to modify prices, or prevent the full benefit of the free alcohol measure being realized."

Twines and Cordage: "Jobbers, manufacturers and retailers in general Hardware, builders' Hardware and contractors' supplies have been doing this year a business ranging from fifteen to thirty per cent. greater than they have ever put on their books before. Business activity in all lines is something astonishing, and the strange part of it is that the present high prices in both material and labor

do not seem to dampen the ardor which is found in all constructive lines. It has not been so much a question of prices as it has of delivery for the past three months, and in many important items we are being embarrassed by the canceling of orders from customers who cannot wait for their goods. In many of these instances they return again in a few days and re-enter the order with the remark that our promises seem to be about as good as anybody else's and they have decided to re-enter the order. Merchandise values are high, but not unduly so, and we do not look for any serious slump during 1906. There is a chance of lower cotton if the present crop prospects materialize, but this is mere guesswork at this time, and it is our opinion that regardless of prices it is the wise merchant who is bending his efforts to keeping his stock up in order to supply his customers rather than cutting down the stock with the idea that there is liable to be a shrinkage in present activity."

Firearms: "There has been no change of any moment in prices since our report early in the season. The demand for revolvers is about the same as last year, except for '4th of July' goods, which show a decided decrease owing to wise (?) legislation. The sale of Single Barrel Shot Guns will drop back to the normal amount, and at prices unsatisfactory to everyone. Double Barrel Guns about the same as heretofore of higher grades, and a marked increase of the lower-priced guns, to the detriment of the Belgian imports. The imported Flobert is practically a thing of the past. The American-made boys' rifles show a steady increase, stimulated to a certain extent by new models and many makers—some fifteen factories making boys' ball and cartridge rifles—one factory that does the volume of the business supplying eight distinct models.

"Repeating Rifles and Shot Guns are holding their own, and the many new small-caliber repeaters promised in the spring have delayed making their appearance for various reasons. Firearms are more generally sold under restricted prices than any other line of goods that the Hardwareman sells, and until recently did not bear the jobber a satisfactory percentage of profit, but of late there has been an upward tendency, until to-day some brands are the most profitable of any staple goods that they can handle. If some of the jobbers who are shouting themselves hoarse decrying restricted prices should wake up some morning and find all lines of firearms sold 'open' they would have palpitation of the heart. When 'open,' no line of goods is so generally sold at cut prices as Firearms, and especially by job-

bers working foreign territories. They often cut staple unrestricted goods to actual cost, and the local jobber meets it, both expecting to even up on specialties and private brands.

"We know of some jobbers' private brands (not Firearms, however) that pay the jobber 100 per cent. net profit.

"If the jobber selling staple or 'open' Firearms at cost can sandwich in a few of these 'Pansy' brand goods, he soon evens up with Mr. Retailer, who thinks he has bought mighty cheap, while Mr. Jobber smiles serenely. Don't lose sight of the fact that jobbers' private brands always mean larger and often exorbitant profits for the jobber selling them, and in many instances goods of inferior quality. A good illustration of what jobbers will do with 'open' goods was shown up some two years since, when the manufacturers suddenly dropped the price of Single Guns 33½ per cent., and in just forty-eight hours after the decline was wired one large jobber was mailing a printed price list to all the retail trade at eighteen cents per gun above actual cost, counting the freight and drayage; this was not to 'meet competition' or at all necessary.

"To-day many jobbers are selling Single Guns at actual factory costs, losing the freight and the 15 per cent. it costs to conduct their business, where the salesmen report it is necessary to meet competition (?) it is then also necessary to 'get busy' on private brands. This 'meeting competition' is a wonderful excuse for many salesmen and not a few jobbers.

"One great trouble is the jobbers are not able to control their salesmen, and one jobber at a recent convention announced from the platform that the jobbers were not able to control themselves, and needed a guardian when it came to selling goods that did not have N. D. prices fixed for them by the manufacturers, and we think he was about right.

"Firearms manufacturers, almost without exception, fix their prices and are having less complaint every year in regard to the price cutter, who is now considered by manufacturer, jobber and retailer alike, as a menace to the trade.

"Such jobbers may not be called these pleasing terms to their faces, but when others are discussing their methods, their ears certainly must tingle. They tell us the people are growing better the world over, and it must be true, for price cutting on restricted firearms is fast decreasing, to the pleasure and profit of the honest jobber and the innocent manufacturers, and 'so mote it be.'"

Silverware: "In our line of business there never was more activity at this time of the year than there is at present. While condi-

tions, so far as profits are concerned, are not as satisfactory, the general outlook for the fall business is extremely so. All raw materials that are used in connection with the manufacture of our goods have advanced materially since Jan. 1, and there has not been a corresponding advance in the prices we receive for the goods. We anticipate an extremely large fall trade, and shall be very much disappointed if we do not receive it."

Wheelbarrows: "The Wheelbarrow business has been very good this season so far, but prices keep very low, about the same as last year on wooden barrows. Steel barrows have advanced from 10 to 20 per cent on account of the advance of steel for the last year. The prospects seem good for the rest of the season for a good trade, although there does not seem to be any prospect for an advance in prices of the wooden barrow, notwithstanding the price of lumber and iron is steadily going up, especially on some grades of lumber. At the same time manufacturers seem to be stiff on the present prices that it will not be any lower, if there is any change, it will be an advance."

Wire Fences: "The condition of the Fence market is apparently quite healthy. There is a good demand for Fences, and the tendency seems to be to buy good material. The Hardware trade seems to be pushing out for sales in this line more than ordinarily and are reaping good results from this extra effort. There is a tendency among some manufacturers to substitute light-weight stock for the regular specifications, and sell Fence simply on the price of it, regardless of its strength or durability, but the general inclination seems to be to improve the quality of the goods and thereby strengthen the market. There is little to be said concerning our line of goods as conditions do not vary much. We have had a very satisfactory year, and the prospects are for a largely increased summer and fall business."

The number of names upon the waiting list of the Hardware Club of New York now reaches the highest sum total ever recorded—102. The limit of membership—600 resident—was reached several years ago.

An American Hardwareman who has recently been abroad says: "When the home consumption lets up, so that our Hardware manufacturers can give a larger share of their attention to foreign markets, we will give the older manufacturing nations such a race as they have never seen before. Quality and finish are the things that will do it."

COURAGE AND HOPE IN SAN FRANCISCO

The communications found below are fairly bristling with courage, hope and a determination on the part of San Francisco Hardware merchants to retrieve their losses by earthquake and fire, and as soon as possible to place the city by the Golden Gate in that foremost place which it has held for years in the far western trade.

These letters show that our Hardware friends of the Pacific Coast are up and doing, at a time when despondency and discouragement would have been justified, if they ever are.

The Palace Hardware Co.

To the Editor:

It is hard, with the enormous demands upon one's time, to take even a moment to devote it to anything outside of absolute business requirements; however, am willing to give you my views on the situation.

San Francisco has an enormous amount to do in the rebuilding of its destroyed structures, and while the city has been called upon to go through a baptism of fire and brimstone, the nerves and energy of the people have in no wise been crushed, and they are tackling the work ahead of them with a display of vim and determination that is marvelous. Wonderful progress has been made since the ashes became cold, and with the support shown, San Francisco is bound to rise from the ashes a more beautiful and grander city than before, and to reoccupy her position as the Queen City of the Pacific.

My soul is absolutely at peace, but I confess to being more or less irritable from overwork, which is but natural. We have every faith in the future of the Hardware business for the Coast; the only difficulty that will be experienced is in getting goods fast enough.

We don't need sympathy any more; all we want are words of good cheer and encouragement: we will do the rest. Yours very truly,

PALACE HARDWARE CO.,
456-458 Golden Gate Ave. O. F. Sites.

Pacific Hardware & Steel Co.

To the Editor:

Through some miracle this company escaped unharmed, both from the earthquake and subsequent devastating fire. Immediately across the street from our stores and warehouses the fire was as fierce as in any part of this city, and yet our paint work was not even scorched. Our strenuous efforts at this time are, therefore, not devoted to the re-establishment of our own business, and we are thankful, not only for ourselves, but for our entire community, that we are able to assist in the early

rebuilding, at least of temporary structures, which will enable our stricken friends to start anew. You will appreciate that much of this city's business must be done in temporary buildings, and that for two years or more we shall have to content ourselves with less business and less stock, but with the knowledge that when we are once permanently located there will be more business for this community than there has ever been in the past.

Of course, your particular interest is in Hardware, and we all know that it will be impossible to build temporary or permanent structures without calling first and last on the Hardwareman. There is, therefore, absolutely no doubt that the Hardware business in this immediate vicinity will for many years to come be much more brisk than it ever has been. Even to-day, when we go about through the burned district, the most frequent signs on temporary structures show that the Hardwareman is already looking for business. It also seems that he does not have to look very far, for everywhere new buildings are being erected, for the present mostly of a temporary nature, and unfortunately the indecision of our insurance companies and the doubt among our property owners as to when insurance money will be available, has delayed many from immediately starting their permanent reconstruction. You will understand, of course, that property owners generally are positively determined to replace their old buildings with better and more permanent construction. There is absolutely no doubt that the business section of this city will be speedily and permanently rebuilt, and that when completed we shall have the most modern city on this continent.

With all the work in prospect, the Hardwareman will be the busiest individual in our community, and we can, therefore, answer the question, "Is it well with your soul?" by stating that this community is as happy as the sight which daily greets our eyes will permit us to be, and further, that there is nowhere on this continent a more hopeful spirit than is found in every individual one meets.

Yours very truly,
PACIFIC HARDWARE & STEEL CO.,
Jos. Storr, 2d Vice-Pres. and Treas.

Alexander-Yost Co.

To the Editor:

In reference to the future outlook of the Hardware trade in this city and on the Coast, we think we may assure you with every certainty that the future looks indeed very bright. As three-quarters of the town was entirely

devastated by the great fire of the 18th, 19th and 20th of April, a vast area was left entirely denuded of buildings or structures of any kind, but before the ashes were cold, temporary buildings were rising in all sections. All of the mechanics, with few exceptions, lost their entire outfit of tools, which will, of course, necessitate their equipping themselves with new kits at the earliest opportunity, and our only trouble now is in procuring enough stock to satisfy the demand. We ourselves have re-located at the address below, and will resume active business at once.

Business in general is overwhelming in every line, and we certainly look forward to a very prosperous period to follow. We wish to take this opportunity of thanking you and the whole country in general for their acts of generosity and for the words of sympathy and encouragement, which certainly shows that this country is, after all, but one when a calamity of this kind visits one of her cities. The people here thoroughly appreciate and are deeply grateful for the aid and sympathy extended from the whole nation.

Yours truly,

THE ALEXANDER YOST CO.

1435-1437 Pine Street.

Holbrook, Merrill & Stetson

To the Editor:

On April 19, the day after the starting of the fire, and while the conflagration was at its height, we secured the location below described and had an architect at work before night on plans for the building, which is 380 feet long by 118 feet wide, two stories, with railroad track facilities the entire length of the building. We are already doing business in this building, and expect to be in shape to take care of our entire trade by July 1.

In the mean time we are putting up a temporary building in San Francisco in order to take care of the plumbing trade there. We expect to start on our permanent building in San Francisco as soon as insurance is adjusted. Pending completion of this building, our general headquarters will be at the location noted on this letter head. Our facilities at the latter location for serving the Pacific Coast trade are far better than they were at our old location in San Francisco—a fact which we expect to demonstrate to the satisfaction of our customers in the very near future.

Very truly yours,

HOLBROOK, MERRILL & STETSON,

Per WM. R. WHEELER, Gen. Man.

Seventeenth and Wood Streets, Oakland, Cal.

Wire Fencing Wanted.

The general agent for New South Wales, located at No. 125 Cannon street, London, Eng., is inviting tenders for a supply of four thousand miles of galvanized wire fence netting.

Four thousand miles is a very long stretch, but it must be remembered that distances are great in Australia between places, and that this purchase is to be made on behalf of the government. The netting will be supplied to leaseholders of pastoral lands on alternative terms, either the payment of 5 per cent. on the cost, the fences to be handed back in good order when the lease ends, or the purchase outright at any time during the running of the lease by the payment of the actual cost to the government.

Who is a Hardwareman?

The courts of Great Britain are struggling with this very important question: "What is an ironmonger?" A certain man named Williams opened business in November, 1904, with a borrowed capital of 50 pounds. He had no previous experience of the Hardware trade and said it never occurred to him that he was running a risk in so doing. He kept no books and could not account for his bankruptcy. This case has raised a question in the Ironmongers' Federated Association whether or not a prospective Hardware dealer should be permitted to enter the business unless he has a certificate granted by the organization named, much after the manner followed in the case of chemists who desire to go into business.

Farm Machinery in Bulgaria

An American resident of Bulgaria says that there is a large increase in the use of agricultural implements in that country. Probably among the fifty firms which sell agricultural implements there are a number who may act as agents for American houses, but so far as he is aware there are no firms which handle American articles exclusively. He expresses the confident belief that if the matter is studied intelligently the field for American agricultural implements can be enlarged. The Bulgarian ministry of agriculture has in contemplation a series of measures to encourage the use of agricultural implements.

A request comes from Valencia, Spain, for light compact machinery which can be worked by hand power inside of houses where artesian wells are to be sunk. Good drinking water is very scarce and expensive there and can be reached only at a depth of 120 feet or lower, and a well of this character inside of a house is regarded as the most reasonable and inexpensive method of supplying the water needed.

A BUYER INTERVIEWS HIMSELF

I.

Question.—Are the quality, finish and pattern of these goods offered to me, suited to the requirements of my trade?

Answer.—I must always bear in mind the fact that while these goods may sell freely in one section of the country, as the salesman has so eloquently informed me, this does not necessarily indicate that they will sell as well in all sections. I must further bear in mind the fact that the conditions in the one section might require one class and character of goods which would not be suitable to the territory over which the goods I am buying is to be sold. In other words, in New England the country is much older than it is in Texas or in Oklahoma. The soil and other natural conditions are different there from what they are in Wisconsin or Florida. As the country is much older and more thickly populated, its people may have cultivated a taste for, or formed the habit of using certain standard brands or finishes of goods that have not come into fashion or do not commend themselves to the taste of other sections of the country. The goods demanded in the mines of Pennsylvania or Colorado are very different from those needed on the ranches of Texas or in the cotton belt of the South.

II.

Question.—Are the prices asked for these goods equally as low or lower than competitive goods that are within my buying opportunity, when quality is considered?

Answer.—In justice to the manufacturers, as well as to their customers, comparisons should not be made on prices alone, but also on the character and quality of the goods to be supplied, while a consideration should be had of the manufacturer's ability to supply these goods in due season. A manufacturer producing a quality of goods superior to those furnished by another manufacturer is, in the bare statement of that fact, offering to the trade an advantage equivalent to a reduction in price; on the same theory that a man will pay to a first-class tailor \$50 for a suit of clothes, the material of which in the raw does not appear to be better than the goods manufactured by another tailor at a price of \$30.

III.

Question.—What is the responsibility of the sales agent and of the house he represents in all particulars?

Answer.—Were a buyer to place his orders with an irresponsible sales agent, or with one who in any way makes misrepresentations of

any character, all apparent advantages are likely to be lost. It may happen that an irresponsible or unreliable sales agent is employed at times by the most reputable or responsible house, while the case may be the reverse at other times—a first-class sales agent representing an unreliable house. (Memorandum, study the salesmen.)

IV.

Question.—Can the manufacturers be depended upon to make deliveries in due season?

Answer.—It is recognized by everybody as a smart thing to buy goods 10 per cent. or more under the market, but if they are not delivered in season to be sold at a profit, the house that the buyer represents loses not only that extra 10 per cent., but the profit that would have been made on the sale of goods bought without the 10 per cent. reduction and passed on into the hands of retailers and consumers.

V.

Question.—The net price at the factory of which I am buying may be lower than those of other manufacturers. Should I overlook the fact that it costs more to deliver to destination?

Answer.—The manufacturers' prices at St. Louis may be 10 per cent. higher than those of a house at Philadelphia, but to a far west house the cost of delivery may be 20 per cent. higher, thus making the higher prices of St. Louis become the lowest when the goods are eventually delivered at destination.

VI.

Question.—Should I consider the time required to transport the goods, which is of no little importance, for delay in transport may mean the loss of sales, particularly on season lines which, when arriving too late, may have to be carried over for another year?

Answer.—This is the time which the larger class of jobbers, in particular those carrying large quantities of each class of goods, must give the closest possible attention to, and it is a point at times in favor of the smaller jobber, who can better afford to trust his orders for the limited quantities he requires to a manufacturer producing small quantities than to the large jobber requiring very much larger quantities.

VII.

Question.—Will you please elucidate?

Answer.—Take, for instance, one of the great Hardware houses of the Middle West which, let us say, will require for its trade about 50,000 bales of poultry netting per

annum, which is at least 50 per cent. of the entire year's product of one of the largest manufacturers. Its sales on such season lines are frequently made in advance of the delivery, consequently the house has contracts to fill with its customers the same as the manufacturers have with it. Many reputable jobbing houses, of what might be termed the middle class, handle from 1,000 bales to 5,000 bales per annum, consequently might better afford to trust their orders to the smaller manufacturers who, as a rule, are the most likely to cut prices.

VIII.

Question.—On a rising market should I follow the manufacturers up closely, bearing in

mind the fact that some of the most reputable among them at times sidetrack orders taken at low prices when they have a demand for the same goods at higher prices?

Answer.—Yes, and in considering this question bear in mind the fact that there is one remedy, and that is to try to impress upon the manufacturers their moral and business duty in fulfilling their contract, and the further fact that existing conditions under which there is a great demand for their goods will not always continue, and that a time will come eventually when they will need the goodwill and be glad to receive the orders of all their customers—at that time when they are more hungry for business than they are at present.

SUMMER VACATIONS FOR EMPLOYEES

To the Editor:

The vacation system with us has perhaps become a habit, but at the same time we realize a moral responsibility toward our employes, and also believe that as a business proposition it is a good thing. If an employe will take his vacation and avail himself of the opportunity to have a good time, and in the right direction we believe that he cannot return to his work without having received some benefit.

As the writer has often remarked with reference to our Hardware meetings, I believe that the ordinary man cannot attend one of these meetings without receiving some benefit, even though he does not do so willingly. If you put a person in the company of a number of other good people, no matter what mission they are on, he is bound to absorb some new ideas and thoughts that later on will do him good, providing, of course, that he is well-meaning and will make use of the ideas as they come to him.

Respectfully,

HUBER & KALBACH Co.

Oskaloosa, Iowa.

TWO GOOD REASONS.

To the Editor:

The vacation system with us is founded on a combination of moral responsibility and the idea that our employes are able to render us better service by reason of having had a rest from their work. We have been giving vacations to our employes for the past ten years and continue the habit for reasons above mentioned.

Yours truly,

THE SIOUX CITY IRON Co.

By S. ADLER.

Sioux City, Iowa.

A NATURAL LAW OF BUSINESS

To the Editor:

In our establishment we have always followed the "vacation system," perhaps only on the theory that "all work and no play makes Jack a dull boy," but our rule for many years has been to observe all legal holidays, not in a half-hearted manner coming down in the morning to open the mail and straighten things out, and spoiling the day by working until afternoon, but by absolutely closing the doors the night before and not opening until the day after.

As to the vacation, it seems to have grown into a natural law of business, which the employe has a right to expect, and which we very cheerfully grant.

Personally we always look forward to our vacation time with a great deal of interest, and we presume that we are no more or less human than the rest of the establishment. All the events in our calendar date from two seasons of the year, vacation time and Christmas.

Yours very truly,

SCHOVERLING, DALY & GALES,

JOSEPH GALES, President.

New York City, N. Y.

RIGHT, OR COMPLIMENT

To the Editor:

We use the vacation as a "thank you" for length of service, etc. We do it largely also because it is an established custom in this city, and we find it expedient for a good many other reasons. Our opinion is that our employes look for it as their "inherent right." We look at it largely as a "graceful compliment," and the truth is probably somewhere between the two. Furthermore, we do not

believe that at the pace most of our employes work it is possible for them to do their work justice unless they have an occasional "let down."

Yours truly,
 ORR & LOCKETT HARDWARE CO.,
 Chicago, Ill. O. LOCKETT, JR.

TO SHUT OFF STEAM

To the Editor:

The vacation system in our house is one that we have followed for a good many years. We give our help two weeks. Some of the time one week in the summer and one in the winter, and sometimes ten days in the summer and the balance in the winter, and they are to have their pay while gone. Any time they lose besides that is charged up to them. We do this because everybody needs a little let-up, we believe, and chance to shut off steam and put on a little hot water in place of it, as very often they come back more tired than when they went away, but it is a change, and of course does them good. Yours truly,

THE HAYNES & CHALMERS Co.
 Bangor, Me.

THREE GOOD REASONS

To the Editor:

In regard to the matter of vacations for employes, we note that you ask if we do this from habit, moral responsibility toward our employes, or a business belief that men will do better work if employed eleven months in the year, rather than the entire year.

We might answer that it is for all of these reasons. We did this in the first place from our feeling of moral responsibility toward all of our force, feeling that every conscientious worker has a right to a portion of the year to think and act for himself, and we proved to our own satisfaction long ago that in the end the business benefits from the vacation of the men by their greater efficiency gained from the physical rest, and much more yet by their cheerful interest in their work and their employer's by the granting to them of this privilege.

As for the habit, we have done it so long that it might be called a habit, although this might convey the impression that it was done without thought, which is not the case. We certainly believe thoroughly in that good institution, the vacation, and regard it as a just appreciation and recognition of faithful work performed day after day. The men always come back to their duties with renewed energy, and we think it tends to remove the feeling that they are merely parts of a ma-

chine, and conduces to a personal interest in the success of the business. Yours truly,

A. M. HOLTER HARDWARE Co.,
 P. G. SCHROEDER, Manager.
 Helena, Mont.

SOMETIMES DOUBT THE WISDOM

To the Editor:

The vacation system is practiced by us, but we sometimes doubt the wisdom of the same, because when extended to all employes some enjoy it who are not fairly entitled to it, but the line is hard to draw. If all were equally enthusiastic in attention to business and performance of duties then all could be treated alike. The vacations granted by us are more from habit than because we believe it an inherent right.

Yours truly,
 WEBBER-AYERS HARDWARE Co.
 Fort Smith, Ark.

DO BETTER WORK

To the Editor:

In regard to vacations will say we have been in the habit of giving our employes who have been with us a year or more, one week's vacation; we feel as if they were better fitted for their summer work if they have this vacation, and believe it is best to continue same. It is for this reason alone that we have put this practice in effect in our business.

Yours truly, LINCOLN HARDWARE Co.,
 Lincoln, Neb. E. HINKLE, President.

A LACK OF FISH STORIES

To the Editor:

The vacation system in our establishment is based on habit, good-fellowship and justice to our employes. We have a splendid lot of men working for us, two of them having been in the employ of the house for 37 years; other from that down to the present time. During a rush of business they all willingly and cheerfully work two, three and four nights in the week, and we are always glad to give them ten days' vacation. We think it pays us in every way. The men come back from the lakes or a trip out in the country refreshed and invigorated, glad to take hold of the business with renewed vigor. I regret to say that three of our men came back last year without being able to tell a fish story. I think this year, however, all of them will make up some kind of a fish story.

The writer hopes that your editor, on his vacation, will be able to tell of a muscullonge that weighed 40 pounds, measuring something like four feet long.

Yours truly,
 NICOLS, DEAN & GREGG,
 J. A. GREGG, Vice-President.
 St. Paul, Minn.

Consuls on American Hardware.

By the courtesy of Senor Luis Enrique Boriila, Consul-General of Colombia in New York City, the *HARDWARE DEALERS' MAGAZINE* has been furnished with the following interesting statement in regard to the export of Hardware to his country from the United States.

In speaking of the opportunities for business in Colombia, the Consul-General says:

"Colombia, while rich in natural resources, possesses also a large laboring class that is industrious, honest and easily trained in any desired line of work. Moreover, the future development of her grazing, agricultural and forestry industries will offer an attractive market for many kinds of implements and machinery manufactured in the United States.

"The Colombian government is doing its utmost to foster and encourage the many possible industries. Mines are being worked and concessions have been granted to foreign capitalists for the construction of railroads. Hence, there is no reason why United States trade with Colombia should not steadily increase."

The statement referred to in the above, furnished by the Consul-General, is as follows:

"Hardware from the United States holds a good position in the Colombian markets. The articles making the greatest headway are steel axes, machetes, hoes, spades, saws, shovels, locks, hinges, and in general, all kinds of tools for building, industrial and agricultural purposes. The total value of the Hardware, including only saws, tools, locks, hinges and other builders' Hardware, shipped to Colombia from the United States for the year ending June 30, 1905, was \$77,564. The amount shipped from the port of New York to Colombian ports for the year ending December 31, 1905, was \$54,624, divided into months as follows:

1905.			
January	\$6,714	August	\$7,018
February	2,344	September	4,185
March	4,855	October	2,934
April	2,938	November	3,329
May	4,457	December	4,525
June	7,344		
July	4,041	Total	\$54,624

"For the four months ending April 30, 1906, the total value of the Hardware shipped from the port of New York to Colombian ports was \$27,156, as against \$16,846 for the same period last year, showing an increase of \$10,310 in 1906. This was distributed into months as follows:

1906.			
January	\$9,460	April	\$7,123
February	4,337		
March	6,236	Total	\$27,156

"Though Colombia is growing rapidly in population, it will be many years before its

large area is thickly inhabited. Hence, although there are districts such as the Savannah of Bogota and the southern Cauca region, where the most advanced methods and modern instruments are employed, the agricultural and other industries are for the most part carried on on a small domestic scale. Hence, labor-saving devices, such as the use of improved methods, easily explained, and simple, inexpensive machinery are welcomed as efficient means for increasing the production of the country. Often, too, European goods are preferred over those of the United States, sometimes on account of their greater durability, but also due to the good packing accommodations and better credits found in the European markets. The long voyage and delay en route compel the importer to ask long credits. American goods, therefore, are imported largely when their quality places them ahead of the European article."

Senor Eduardo Higginson, Consul-General of Peru, located in New York City, also made the following statement to a representative of the magazine: "The amount of Hardware shipped to my country from the United States is about \$1,400,000 a year. This includes all kinds of manufactures of iron and steel. In the last two years the increase, compared with previous years, was nearly one-third, and it is likely to increase year by year, considering the progress that my country is making and the amount of American capital which is being there invested in railway, mining and rubber plantations."

The Italian Consulate at New York City furnishes the *HARDWARE DEALERS' MAGAZINE* with the following interesting information:

"I beg to inform you that the export on Hardware from this country to Italy during the last five years shows the following figures:

1901.	1902.	1903.	1904.	1905.
\$96,846	\$77,724	\$98,651	\$77,437	\$77,406

"We believe that higher figures could easily be reached if the business were properly conducted. The appointment of agents at the leading markets, supported by a rich collection of samples, would certainly give the best results. Of course, success comes from the willingness of exporters to grant to their customers the credit they are entitled to. A cash business is out of the question."

In Hong Kong, China, iron, wire and nails are purchased chiefly from Great Britain, but the United States is a strong competitor of that country in cutlery, saws and files.

NATIONAL HARDWARE CONVENTIONS

A HALF-WEEK OF BUSINESS AND PLEASURE IN THE MOUNTAINS OF VIRGINIA—TWO ASSOCIATIONS VIE WITH EACH OTHER IN HOSPITALITY AND GOOD WORKS—ADDRESSES, QUESTIONS OF PUBLIC INTEREST AND SOCIAL GATHERINGS.

So many visitors of the Hardware fraternity had reached Hot Springs, Va., a couple of days in advance of the convention, that when the great crowd of members and guests arrived on Tuesday morning they found a most hearty welcome—a welcome extended amid the mountains of Virginia, in a country as beautiful and attractive as ever the sun shone on.

When the proceedings opened on Tuesday morning, June 12, they marked the beginning of the sixteenth annual convention of the Southern Hardware Jobbers' Association and the tenth semi-annual convention of the American Hardware Manufacturers' Association. While neither association was represented as fully as on some previous occasions, the reunion was one of great social pleasure, and incidentally considerable business was transacted.

Each forenoon and afternoon during the four days of the convention, which as a matter of fact were reduced practically to three, as the business was well out of the way by the evening of Thursday, was devoted to open or closed sessions of both associations. Interesting exercises marked all these occasions and a number of valuable papers were read, for the advice and instruction of those who listened to the same.

There was an impromptu dramatic and musical entertainment on the evening of Tuesday, a formal banquet on the evening of Wednesday, and dancing and other exercises of a musical and social nature occupied the evening of Thursday.

REMARKS OF MR. DUNLOP

The spirit of the occasion was well illustrated by President F. B. Dunlop, of Fort Smith, Ark., who voiced the real Southern feeling of hospitality when he said: "Like the Spaniard of olden times, who upon stepping within the portals of the house of a Spanish gentleman found within a host, who with salutation profound bade him welcome and with his hand upon his heart exclaimed, 'My house and all that is within is yours,' so do I as heartily welcome you to-day and sincerely trust that your short stay here may be both pleasant and profitable, and when you shall have returned to your homes may you retain many pleasant memories of this occasion."

WORD FROM PRESIDENT KRETSINGER

There was a general feeling of regret that F. S. Kretsinger, the president of the Ameri-

can Hardware Manufacturers' Association, could not be present, but a letter was received from him, under date of Paris, which showed that he was present in spirit if not in body. Said he: "I shall most certainly have you in mind at the time when you are in session and give you 'absent treatment,' so far as wishing you every success in your deliberations. I hope to return in ample time to be with you during the fall convention, but in the meantime you will unanimously agree in my opinion that executive matters are in most skillful hands."

Later in his letter, Mr. Kretsinger said: "I would recommend that our members from time to time during the six months intervening between meeting dates present to our executive committee subjects for consideration at the following association meeting; and if it is thought that they are proper subjects for us to consider that the members be advised of same some weeks before the meeting dates, that each one may come prepared to discuss if necessary the questions to be presented."

"We can hardly claim, either as individuals or as an association, to be perfect—nor in always doing the right thing at the right time, as an organization; but let us consider every subject so carefully, that when we do legislate on it we will not have cause to regret it nor find it necessary to retrace our steps."

"If we cannot accomplish any very great things, let us do something, even though it be commonplace, for as Wagner has said, 'Nothing endures like the commonplace.'"

A SERIAL NUMBER SUGGESTED

Among the matters of interest taken up for consideration was the suggestion made in Washington last fall that manufacturers be requested to place on each box or package of a shipment a serial number in addition to the name or initial of the consignee. It was argued that the employment of such a system would greatly assist in checking up the freight received, tracing lost items, and connecting goods separated in transit, with their proper invoices.

In accordance with this suggestion the manufacturers passed the following resolution:

"WHEREAS, Our attention has been called to the fact that it is sometimes difficult to locate one or more boxes or packages which may have been lost in transit from a general shipment, where said boxes or packages have been

marked by the consignee's initials; therefore *"Resolved*, That we recommend that the members of the American Hardware Manufacturers' Association place on each box or package a serial number in addition to the name or initials of the consignee."

AS TO JOBBERS' CATALOGUES

The manufacturers in their executive sessions took up the matters of requests from jobbing houses for donations to meet the expense of catalogues and other publications.

The association in disposing of this matter reaffirmed its former action in the following resolution:

"Resolved, That we reaffirm our past action bearing upon requests from manufacturers by jobbers and retailers for donations to catalogues and other publications, that this association looks with disfavor upon such solicitations, which have the appearance of forcing donations through fear of losing the trade of the applicants, and also depletes the practice, and recommends to its members that they decline to entertain such applications for financial assistance."

JOBBERS AND SEMI-JOBBERS

The jobbers in one or two of their meetings took up the question as to whether or not the very small jobbers should receive the same quotations from manufacturers as those given to the larger ones. It was ordered that the constitution of the association be so changed as to make jobbers "located in recognized jobbing centers" eligible for membership. Resolutions upon this subject were adopted in the form of an address to the Hardware manufacturers, the main plank of which was as follows:

"Resolved, That we request the manufacturers that before making prices to or in any way quoting said concerns, that they first be advised by this association concerning the same. We proceed with the view that the interests of the jobbers and manufacturers are mutual, and they should, therefore, co-operate along these and all lines in order to secure the proper returns for the capital and labor invested, and that each refrain from doing anything that will militate against the interests of the other."

INTERESTING PAPERS READ

A number of papers, full of solid meat and adorned with many flowers of fancy, were presented before the two associations during the various sessions. Among these were the following:

"Good Fellowship," by S. G. Gilfillan, of Irontown, Ohio; "The Effects of Quantity Differentials," by W. W. Webber, Fort Smith, Ark.; "Best Method of Posting Traveling Men," by W. S. Sanford, Sherman, Texas;

"Distributing Costs," by W. M. Pratt, Greenfield, Mass.; "Backbone: An Essential Element," by G. H. Lyon, Little Rock, Ark.; "Rate Legislation and Delayed Deliveries," by W. S. Donnan, Richmond, Va.; "Meeting Increased Expenses," by Frederick Fox, Pine Bluff, Ark.; "Integrity of Contracts," by Alfred Sang, Pittsburg, Pa.; "The Best Business in the World," by James H. Kennedy, New York, editor of the *HARDWARE DEALERS' MAGAZINE*.

NATIONAL ASSOCIATION REPRESENTED

The National Hardware Association was officially represented by T. James Fernley, its secretary-treasurer, who, although he declined to take any part in the public performances, was an interested witness and listener to all that occurred, and at the banquet, by his presence and applause, accentuated the welcome to the orators.

MUTUAL FIRE INSURANCE

The committee of the jobbers having this question under consideration voiced their conclusions in the following recommendations:

"We do not believe it advisable for the present, owing to the limited business our membership would give to a company, which could be written on a sound basis where the risks were limited to \$5,000,000 each, would authorize us in organizing a company of our own; and for this reason, we recommend that those of our membership who have insurance to place at present to give it to some mutual company or organization, which would be more economical than to have a small company, which would require all the premiums to maintain an office and other fixed and necessary charges."

THE NEXT PLACE OF MEETING

In the Jobbers' Association a committee was appointed on the next place of meeting, with O. B. Barker, of Lynchburg, Va., as chairman. The committee was directed to negotiate with the Manufacturers' Association upon this matter.

Charles W. Asbury, vice-president of the Manufacturers' Association, who presided during the sessions, appointed a special committee to take this matter in hand, consisting of the following gentlemen: H. B. Lupton, Robert Garland and George P. Hart.

ELECTION OF OFFICERS

The following gentlemen were presented by the nominating committee of the Jobbers' Association to serve as officers for the following year:

President—F. B. Dunlop, Fort Smith, Ark.
First Vice-President—R. D. Warren, Memphis, Tenn.

Second Vice-President—Frank S. Gray, Jacksonville, Fla.

Secretary-Treasurer.—W. W. Webber, Fort Smith, Ark.

Executive Committee—O. B. Barker, Lynchburg, Va.; Chas. H. Ireland, Greensboro, N. C.; Bruce Keener, Knoxville, Tenn.; W. L. Sanford, Sherman, Texas.

These gentlemen are all re-elections, with the exception of W. L. Sanford, of the Roberts, Sanford & Taylor Co., Sherman, Texas, who was named on the executive committee in place of W. W. Webber, of Fort Smith, Ark., who will act as secretary-treasurer during the coming year.

C. B. Carter, of Knoxville, Tenn., who has been the efficient secretary for a number of years, declined a re-election, as he has entered another and more lucrative field of labor.

Of course there was no election in the Manufacturers' Association, as this was only a semi-annual meeting.

THE BANQUET

The banquet given on the evening of Thursday in the dining-room of the Homestead Hotel, in which the sessions of the convention were held, was a social and interesting affair.

It was a joint entertainment of the two associations and the programme presented was as follows:

Introduction of Toastmaster.....

Mr. N. A. Gladding, Indianapolis, Ind.
Welcome by the Toastmaster.....

Mr. Julius C. Birge, St. Louis, Mo.
Response by President S. H. J. A.....

Mr. F. B. Dunlop, Fort Smith, Ark.
Response by Vice-President A. H. M. A.

Mr. C. W. Asbury, Philadelphia, Pa.
"Definitions".....Ex-Gov. W. D. Hoard,
Wisconsin.

"Recollections of Twenty Years in Congress"
Ex-Gov. Benton McMillan, Tennessee.

"Enterprise and Comradeship".....
Rev. Willard Scott, Worcester, Mass.

Hon. Jesse Overstreet, member of Congress from Indiana, was to have spoken on "Parcels Post," but was delayed from pressure of business in Washington.

MINOR NOTES

It is universally agreed that no more beautiful place upon the face of American scenery could be discovered for convention purposes than Hot Springs, Va. There was, however, as there was one year ago, a feeling on the part of many that it was a long ways from home.

The weather on two days of the four was beautiful, but showers on the other two days somewhat prevented that complete enjoyment which belongs naturally to a watering place used for convention purposes.

The Hon. Irby Bennett, chairman of the jobbers' entertainment committee, was, during the evening hours, the most extensively worked man in the convention, as it fell to his lot, as heretofore, to keep the social interest from flagging.

There was a large attendance of ladies representing both associations, and it was in the evening, naturally, when their best opportunity was presented not only for enjoyment, but to dazzle and captivate by the grace and beauty of their appearance. The ladies were not lacking in either respect.

Henry B. Lupton, one of the reliable and hardworking members of the Manufacturers' Association, was present and was congratulating himself on the fact that for the moment he had no official connection with his association.

N. A. Gladding, of Indianapolis, chairman of the reception and entertainment committee of the Manufacturers', was present in full force, and was quite efficient in assisting in the arrangements for the banquet.

HANDSOME SOUVENIRS

A great many handsome souvenirs were presented by the representatives of the manufacturers to the members of the two associations and their guests, chief among which were the following:

Reading Hardware Co., Reading, Pa.—A handsome gun metal inkstand in the form of a fox's head, with glass inkwell.

The Yale & Towne Mfg. Co., New York City and Stamford, Conn.—A solid metal paper cutter, with a handle composed of devices illustrating their manufacture, such as the Yale lock, padlock, Blount door check, etc.

Anniston Cordage Co., Anniston, Ala.—A small bale of cotton, ready for the market.

The National A me Mfg. Co., Cleveland, Ohio.—A combined pocketbook and card case, in finely finished leather.

The National Enameling and Stamping Co., Baltimore, Md.—A finely finished blue enameled pitcher for the ladies and a tobacco jar with a sealed cover for the gentlemen.

Atlantic Stamping Co., Rochester, N. Y.—A morocco case, arranged for the safe carrying of postage stamps.

United States Cartridge Co., Lowell, Mass.—A finely finished match safe, in polished gun metal.

E. C. Atkins & Co., Indianapolis.—A pair of gold-finished sleeve buttons for the gentlemen and a souvenir silver spoon for the ladies.

American Sheet and Tin Plate Co., Pittsburgh.—A metallic pocket match safe, loaded and ready for use, and a puzzle padlock of American-made tin.

Liveright Bros., Philadelphia.—A small and finely finished nail file.

Winchester Repeating Arms Co.—An embossed and polished pocket match safe, with ornaments in several colors.

The Upson Nut Co., Cleveland, Ohio.—A small wood and brass rule in a leather case.

North Bros. Mfg. Co., Philadelphia.—A small but well-finished specimen of the Yankee screw driver.

Supple Hardware Co., Philadelphia.—A scarfpin, representing the Keystone State and a Pennsylvania lawn mower.

Russell & Erwin Mfg. Co., New Britain, Conn.—A paper cutter of finely finished metal, adorned with the head of a beautiful woman.

Corbin Cabinet Lock Co., New Britain, Conn.—A pair of gold-finished cuff buttons.

The Reading Hardware Co., of Reading, Pa., in addition to the handsome souvenir above mentioned, presented their friends with a beautifully finished monograph giving a description and history of the City of Reading, illustrated with many handsome engravings, and also filled with pages showing in a highly artistic manner various articles of manufacture produced by this company.

SHOULD THE ASSOCIATIONS UNITE?

Why a Southern Jobbers' Association?

To the Editor:

The Southern Hardware Jobbers' Association has done a great work for the trade and a good work for the section of the country it represents. It was one of the first of the great Hardware organizations, and blazed the way toward that fraternity, allied with progress, that the trade is now so closely approaching. It has done its work well, but has not the time come when it can be said frankly and truthfully that its work is done?

Its work, I mean, as an association. The work of the great Hardware jobbing houses comprising its membership can never be completed. They are called upon as much as ever to aid in unitedly finding solutions of vexing problems and in lending to each other and

to the jobbing trade of the North their aid in advancing the interests of all.

But could not their work be better and more completely done were the Southern Hardware Jobbers' Association merged bodily into the National Hardware Association? Why should the men of the South keep up an organization any more than that of the North, or of the East, or of the West? Are not many members of the southern body also members of the national body? Why meet in the summer by themselves, when all could meet with such profit in the fall? I know that there are not a few jobbers, South as well as North, who look upon this matter as I do.

I would be glad to hear from the southern jobbers on this point. Your truly.

A NORTHERN JOBBER.

CAN SEE NO ADVANTAGE.

To the Editor:

Answering your favor, I see no advantage to be gained by the absorption of the Southern Association into the National. There are things that are handled by the Southern Association that the National would be incompetent to handle because they are not familiar, nor does it appeal to them in any particular. It is true it is a little burdensome for members of both associations to attend so many meetings of the association, but it has been my experience that those who attend the meeting for the purpose of getting a benefit out of it, they go into it, listen to the papers that are read, try to absorb the ideas that are presented by the membership who prepare themselves for such purpose, and then go home and try to incorporate these ideas into their business; do not find it a burden to attend them because they make money by it, but if a fellow goes there for hilarious time, to sit around on the porch, spit between his teeth, smoke cigars and play golf or ride around the city, it is rather

burdensome for him, and he naturally goes back with a feeling that he cannot afford those things.

As far as I am personally concerned, I have never attended one without being amply repaid. The fact is there were two commodities handled last year by the Southern Association that would have been Greek to the northern manufacturers, and which never would have been handled by them. These two commodities, which have been sold all during the past at practically cost, were sold last year at a benefit of something over \$75,000 profit to the Hardware jobbers of the southern States. Now I have as many associations as I want to attend, but if all the associations in this country can show a benefit of like amount to its membership that the Southern has shown on these two commodities, I am willing to join a half-dozen more.

Don't misunderstand me. I am perfectly willing to merge with the National or anything else that will inure to the benefit of the general business of the country, but my ex-

perience has been that the complaint comes not from those who are actually doing the work, but to the fellow who goes there with a misapprehension as to what Hardware associations were made for. If the membership of every organization would make up its mind one single time to try the experience of going there for business instead of fun, and would stop wasting time, bothering about things that do not concern them, or that never can bring them anything and would come down to strictly business, you would hear no more complaint from either jobber or manufacturer about the failure of any one of the associations having a place in the conduct of the business of this country, but, on the other hand, they would be voted by every one a profitable investment.

Yours truly,

ODELL HARDWARE Co.,

Chas. H. Ireland, Treasurer.

Greensboro, N. C.

NO REASONS FOR MERGING

To the Editor:

Replying to yours relative to a proposed merging of the Southern Hardware Jobbers' Association with the National Hardware Association, and giving as a reason for the same that there is no longer any South or North, will say that my idea is that the reason is not well taken, and there is no more reason now for merging on this account than there has been from the organization of the association.

The word "South" is not intended to manifest a sectional spirit and never was intended for any such purpose, but merely to be descriptive of the territory occupied by the membership of the association. This being the first interstate association organized in this country, or any other country so far as I know, we did not anticipate and our ambitions at that time were not sufficiently great to suppose that this idea would cover the earth, and hence the name was selected merely as descriptive of the territory occupied by the members.

Yours truly,

MOORE & HANDLEY HARDWARE Co.
Birmingham, Ala.

LIKE HOME MISSIONS

To the Editor:

While we yield to no one as to a feeling of generosity between the different sections, still I am sure that the Southern Hardware Jobbers' Association's existence is necessary to the life of the National Association, just the same as local associations are necessary to keep up sectional associations. In other words, that the different minor associations preserve and increase the interest in the larger organizations. The writer heard Mr. Fernley ex-

press very strong convictions on this point a few days ago. It would be a good deal like undertaking to carry forward foreign missions without keeping up home missions if we undertook to abolish local and sectional organizations.

Very truly yours,

KING HARDWARE Co.,

Per Geo. E. King.

Atlanta, Ga.

AN OUTSIDE OPINION

To the Editor:

As we are not members of the Southern Hardware Jobbers' Association, it would hardly be proper for us to express an opinion as to what they should do with regard to merging with the National Association. Many of the members of the former belong to both organizations, and if they are satisfied to keep both alive, we would suppose that they are satisfied with the results obtained by the individual efforts of both. The southern association has undoubtedly accomplished a great deal, especially when we consider its limited membership, but at the same time if the national organization could accomplish the same results, then possibly the merging of the two would save something in the expense account of such houses as belong to both.

If the national were to absorb the southern we think it would be well perhaps to have some special committee appointed by the national devoted especially to the interests of the southern section of the country where those interests are local or sectional, and being such might not have necessary consideration in the national organization.

There is undoubtedly a force in united effort, but at the same time a great deal is accomplished by the energetic efforts of smaller bodies working persistently with definite purposes.

Your truly,

CARLIN & FULTON.

Baltimore, Md.

American Machine Tools

Godfrey L. Carden, an American, writing from Germany, says: "Ten years ago one might have traveled the length and breadth of the great iron and steel district of Germany and in all the leading shops one would have found English tools. To-day all this is changed, and in lieu of English tools one finds now for all ordinary work German stock tools; but one also finds in nearly all the first-class establishments a group of American machine tools for the high-grade work—a silent tribute to the excellence of our outputs. I found machine tools from Providence, Hartford, Plainfield, Philadelphia, Wilmington, Cincinnati, Hamilton, Cleveland."

A Hardware Trust Company

It is interesting to learn from New Britain, Conn., that the recently organized Hardware City Trust Co. of that thriving and growing New England city, has begun business under very favorable auspices and will result in keeping a great deal of money in New Britain that would otherwise drift somewhere else.

With a capital of \$100,000 and a surplus of \$50,000, and with unlimited resources to draw from if this money is not sufficient to take care of all the business that comes its way,

the organization is strong financially as it is also strong personally in the character of the men who have it in charge. The officers are as follows: Charles M. Jarvis, American Hardware Corporation, president; George P. Hart, the Stanley Works, vice-president; F. G. Vibberts, Manchester Trust and Safe Deposit Co., Manchester, Conn., secretary and treasurer.

Among the directors are a large number of the leading representatives of the great Hardware houses of New Britain.

WINDOW DISPLAYS IN SMALL TOWNS

Nothing That Advertises a Business so Well

There were certainly some very attractive window displays in the last issue, and these should be the means of bringing many people in to a store where such displays are made.

We make a specialty of window decorations, and change them every other week, and oftener if possible. I think it is well to change often, as it makes people think that you have a large stock of goods, and many varieties.

We believe that there is nothing that advertises a business more than our window, as goods well displayed are half sold, as the old saying is, and we try to make everything very attractive.

We would advise anyone that has a window to spend a little time and make it look nice and neat by putting in a display of goods of some lines, and also special lines, as people see something new in the window they will come in to ask about it, and chances are that they will buy something before they leave the store.

PILCHER HARDWARE CO.

Too Much Attention Cannot be Given

We feel assured that too much attention cannot be paid to show window advertising. I also feel that we, as smaller dealers, do not give this matter the attention we should. I have always noticed that a display in window brings inquiry for articles displayed. The more attractive the display the more attention it will draw, and of course the more advertising you will receive, but a poor display is better than none. Don't fail to use what window space you have, because it is not as large as your neighbor nor because you cannot make as nice a display.

M. W. KEATING & CO.

Brings Immediate Results

Our views on show window displays in small towns are in accord with those of the writers in the last issue. We have found window displays to be a good, cheap advertisement, not only in bringing immediate sales, but also in futures sales. We have had people inquire for articles displayed weeks after, with the remark that they had seen them on display in the window.

SCHMIDT & SON.

People Are Always Looking for Something New

I take as much pride in my show windows as any other part of the store, as we have a large window and very easy to dress. I find it is the cheapest way to advertise, because the people are always looking for something new in the window.

L. M. HERSMAN.

Customers Naturally Looking Around to Buy

We think a show window well trimmed and changed often is the cheapest advertising a dealer in a small town can use. A newspaper ad. in a small town is a very expensive form and reaches a very limited number, and they forget it before they have finished reading—while a show window calls their attention to the article at a time when they are naturally looking about to buy.

We do not price goods put in the window unless it is an article that cannot be handled by the other dealers, as if a price is put in window on goods handled by the others they will see it before customers will and will very likely cut the price themselves, and the lord knows there is enough of it done without window-price giving. I have been reading the views of the different ones, and as usual I agree and disagree. M. HOSTERMAN & SON.

ARKANSAS RETAIL HARDWARE ASSOCIATION

The seventh annual convention of the Arkansas Retail Hardware Association was held the 5th, 6th and 7th ult. at Little Rock, Ark. There was a large attendance, and the reports showed good gains in membership as well as new accessions during the meetings. President Thomas B. Stewart, Newport, presided.

The following officers were elected for the ensuing year:

PRESIDENT, Emmet E. Mitchell, Morrilton.

FIRST VICE-PRESIDENT, Joseph L. Davis, Magnolia.

SECOND VICE-PRESIDENT, R. W. Meriwether, Paragould.

SECRETARY and TREASURER, Charles E. Taylor, Little Rock.

EXECUTIVE COMMITTEE—Hamp Williams, Hot Springs; R. F. Roys, Russellville; J. P. Simpson, Malvern; T. J. Mott, Helena; John M. Pittman, Prescott; Thomas B. Stewart, Newport; N. T. Richmond, Ft. Smith.

PRESIDENT STEWART'S ANNUAL ADDRESS.

President T. B. Stewart in his annual address spoke of the work of the upbuilding the organization, the structural period, so to speak, which later on is to be utilized in the betterment of our conditions as tradesmen and merchants. As to how wisely we have builded will depend entirely on our ability to serve the purpose of those with whom we must deal, of which there are four factors to be considered: First, the consumer, our customer; second, the retail distributor of merchandise, ourselves; third, the jobber, the national assembler of merchandise and wares; fourth, the manufacturer, the maker of the millions of articles that the people must have.

Particular attention was paid to the subject of freight rates, a suggested remedy for the trouble, delays in transit, etc. The speaker assured his hearers that they were gaining on the catalogue houses in getting trade.

Secretary-Treasurer Charles E. Taylor, Little Rock, rendered a report that was full of encouragement to the members. He suggested that the members take out more insurance in some of the Hardware Mutuals. The traveling men have been made associate members of the organization and have done good work during the past year in securing new members. A balance was reported on hand in the treasury, with all debts paid.

Frank T. Longley, manager of the Retail Grocers' and Merchants' Association, of Little Rock, read a paper on "What a Local Merchants' Association May Do." At present there is a membership of 150 retail firms. He gave particulars concerning their credit rating system, which we give, in part, herewith:

In this department of the work we aspire to be to the retail merchant what Dun's and Bradstreet's agencies are to the wholesaler. The great majority of people in Little Rock pay their accounts, but we regret to say that there are some who don't and the sooner the merchants find them out the better it will be for them and the merchants also.

The day has passed, long since, when a careful and conservative business man, doing a credit business, or even a cash business, can successfully extend credit without first securing "a rating" of credit on his prospective customer. The credit rating system in use in our office is the very simplest that can be imagined. We try to impress upon our members that they must not be afraid of their customers, and must ask prospective customers with whom they have never had an account for references at the time they apply for credit, and after obtaining all the information possible to give that information to us by telephone communication, and if we have not already a rating in the office on the party we proceed at once to get one from merchants with whom he has traded in the past. We use a 3 by 5 inch card, filing them alphabetically, showing the information given by each firm, and this information is verified from time to time as inquiries are made by other members so that the information is kept strictly up-to-date. In this way, getting information as we do from actual experience each merchant has had, you will readily see that the association does not make a man's rating, but he makes his own. They are the experiences from dealers who know what they are talking about, and prejudices, likes or dislikes, do not enter into our rating at all. Only facts are wanted which can be verified if necessary.

There are still many merchants in this city, and some of them members of our association, who imagine that they know it all in the way of credits and do not live up to their opportunities by using our credit information department as they should. Merchants are so keen to do business that they will sometimes take risks that are absolutely absurd and foolish. We have in mind at this time several instances where members have asked us for ratings on certain parties who were reported to us and known to be absolutely worthless and so reported to the inquirer. Several months later bills were sent us for collection, showing that these members in the face of the information given them have extended credit, and are unable to collect their accounts. What do you think of a man who would extend credit to John

Doe when he knew that he owed four or five unpaid, past due, just accounts, and every reasonable means had been used to collect same and still he failed to make satisfactory settlements? Such merchants, we are glad to say, are very greatly in the minority, and the most of them are glad to profit by the information and experience of other merchants.

The present rating system was begun in September, 1904, and we now have approximately ten thousand credit ratings on file in our office and they are being increased and added to every day. During the busy seasons of the year a careful record shows an average of fifty calls a day from our members for credit information. The effect of this system as it becomes generally known to the residents of the city, will be to stimulate those who in the past have been inclined to abuse their credits, and make them more prompt in their payments. Too many of us are inclined to live above our means, feeling that the merchants will wait patiently on us, and what we don't pay this month we can pay next month. Next month we are in still deeper and the merchant is holding the bag. If a man knows that a record is being kept on the manner in which he treats his accounts it will have a good influence on him, and our merchants already feel the good effects of the credit rating system.

I hope to see the day when the retail merchants in every town and city in the State will be thoroughly organized, especially along the lines of protecting themselves from losses on bad accounts, so that when a man moves to Little Rock from other points in the State we can get his record from the place he left and vice versa. Right here let me say that at any time any of you Hardware men want credit information on parties moving from Little Rock to your city we will gladly furnish it to you upon request if it is within our power.

The collection department is another important feature of association work, although it is not the most important, as some members seem to think when we hear of them complaining to others because we have not been able to collect for them some trifling account against some dead beat. We urge upon all our members to send their delinquent accounts to the association so that we may be informed as to who are delinquent, and add the information to our credit records.

The association charges its members a fee of only 10 per cent. for making collections for them, and since this part of the work was begun our records show that we have collected for our members the sum of \$3,671.52 during a period of eighteen months, or an

average of over \$200 per month returned to members from accounts considered worthless. The usual charge of collecting agencies for handling such claims is 50 per cent., so we figure that on this basis we have saved our members in this department in round numbers about \$1,500. We do not employ a collector to present these bills, but we use a system of three form letters, the first very mild in tone and the others gradually growing stronger, calling the attention of the delinquent to the fact that it will not benefit his credit standing to have his name appear as such before a body of merchants such as our association represents. The method has been successful to a degree beyond our expectations, and has the further advantage that usually the delinquent goes right into the store and makes settlement and many instances have been called to my attention where delinquent customers have been made good cash customers by careful and judicious handling by the merchant at the time of settlement.

Members of the association agree not to patronize program advertising schemes of any kind, trading stamps, raffles, etc. If they do they pay a forfeit. There is an advisory committee to whom all solicitors are referred by the manager, and a very large percentage are turned down. The ban is placed on ticket sellers of all kinds.

J. M. Pittman, Prescott, spoke on Mutual Fire Insurance, and gave many reasons why the members should more largely patronize these companies. Hamp Williams, Hot Springs, rendered his report as a delegate to the National Hardware Association convention last spring. A thoroughly enjoyable banquet was tendered the members by the Arkansas travelers in honor of the Hardware Association.

During the sessions brief talks were made as follows: "How I Sell a Pocket Knife," by T. J. Mott, Helena; "How I Sell Holiday Goods," by John M. Lofton; "How I Sell Paint," by W. B. Hammond; "How I Sell a Cook Stove," by W. N. Brandon, Little Rock; "How I Sell a Cultivator," by R. R. Roys, Russellville.

RELATION OF HARDWARE DEALER TO JOBBER.

W. T. Oberst, Blytheville, spoke on this topic. In part, he said:

I think that the retailer and jobber should be the best friends, and do not see how one could exist without the other. By jobber, I mean jobber in the full sense of the term, not the half and half fellow, whose representative calls on the dealer, sells him, and then goes around town peddling his goods to the butcher, baker and blacksmith. A great many

of you no doubt are called on quite often by the manufacturers' special agent. He is usually a shrewd fellow and comes to you with an argument like this: "I represent the only hatchet factory in the world out of the trust. My factory has sent me to your town especially to see you and sell you our justly celebrated brand of 'knock 'em out' hatchets. What, never heard of our brand before? Why all of the big jobbers have been trying for years to get us to make our hatchets for them under their special brand." When he gets through with you, you have given him an order for goods that will last you nearly twelve months or two years; signed a "No countermand accepted" contract, and that much of your capital is tied up. It is not always hatchets they may try to sell you, it may be axle grease or tooth picks. Now the regular jobber always carries a large and varied stock of any of these lines and can supply our wants as we need them. Besides, in giving our business to the so-called manufacturers' special agent, we are encouraging a brood of the worst enemies the Hardware dealer has to contend with, namely, the Hardware peddler. A great deal has been said and written about the catalogue house, but the catalogue house is an open enemy, we can all learn their prices, we can all learn what they have to say to our customers by reading their catalogues and literature, but a far more insidious foe to the Hardware man is the Hardware peddler, he works far greater injury to the retailer than ever the catalogue house does. For example, the druggist buys a few pocket knives, is that any reason why the drummer should sell him an ice cream freezer, refrigerator or lawn mower for his own use or for his friends, thereby depriving the Hardware dealer of his legitimate trade and profit. I know of one instance where a druggist ordered a refrigerator for a doctor, letting him have it at actual cost. The dealer's best friend is the jobber.

A few years ago we had a cloud burst in the southern part of the State and crops were nearly all washed away. I have been told of a Hardware man in this section, whose account the jobber carried for nine months, filling his orders promptly, and never receiving a cent in the meantime.

I know of another instance of a merchant living in Mississippi. The levee broke and the country was badly damaged, and his long past due account was settled with a twelve months' note. To come nearer home, I know of a little retailer who was sick abed for sixteen weeks and whose business got into bad shape, and had it not been for the kindness of

the jobber he would have gone to the wall.

I have never heard of the manufacturer who sends out the special agent to see the retailer who would take care of his customers in this kindly manner. I will conclude by saying that if you will stick to the jobber, he will stick to you.

Oklahoma Retail Hardware Association

The Retail Hardware, Implement and Vehicle Dealers' Association, of Indian and Oklahoma Territories will hold a convention in Oklahoma City the 10th, 11th and 12th inst. A very large attendance is expected. President W. J. Pettee, Oklahoma City, and J. H. Johnston, of the same city, call attention to the exhibit hall where free space is offered to manufacturers and jobbers for the display of their exhibits. The hall is 150x175 feet.

Inland Empire Hardware Association

The Inland Empire Implement & Hardware Dealers' Association held its second semi-annual meeting in Spokane, Wash., last month, and raised \$10,000 by subscription with which to fight the "buggy trailers" and "range peddlers." The association is determined to wage unrelenting war upon these men, whom they call enemies of the local dealers, and they have outlined an extensive campaign. Secretary E. W. Evenson of the association says the fund subscribed will be used to hire men to follow up the agents representing Eastern houses to explain to the would-be customers the advantage of buying from the home dealers, the trickeries which the outside agent is supposed to resort to, and the superior quality of the buggies and ranges purchased from local merchants. It is expected there will be a merry war in the fight.

The association has a mutual insurance company newly organized. The insurance report shows premium receipts, \$4,299.85; total at risk, \$260,650; reinsurance, \$154,000; amount at risk above insurance, \$105,850.

The organization has appointed a legislative committee which will attempt to secure State legislation to assist the association in its fight against the country peddlers. The association also appointed a committee which will attempt to secure the organization of all the implement and Hardware dealers in Washington, Idaho, Oregon and Montana. The Inland Empire, so-called, embraces Eastern Washington, Northern Idaho and Northeastern Oregon.

South Carolina Retail Hardware Association

The second annual meeting of the South Carolina Retail Hardware Association was held on the 12th, 13th and 14th ult., at Columbia. There was an unexpectedly large attendance, and enthusiasm ran high throughout the sessions. President H. P. Duvall, Cheraw, made an interesting report for the past year. The new officers elected are as follows:

President—T. O. FLOWERS, Rock Hill.

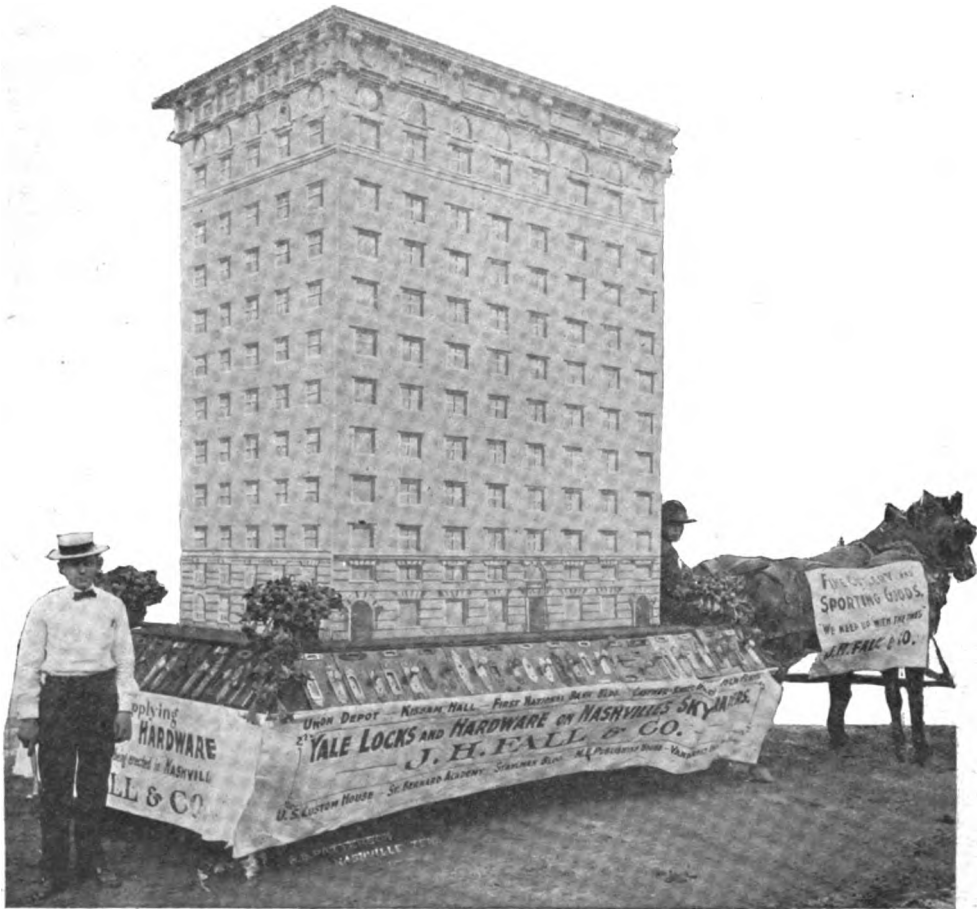
Vice-Presidents—E. W. DUVAL, Cheraw; ELLIOTT DUNN, Charleston, and W. N. EVERETT, Rockingham, N. C.

Secretary-Treasurer—PAUL W. McLURE, Greenwood.

obtained of Secretary A. R. Sale, Mason City, Iowa. There will be baseball games and other interesting features to make the event one of pleasure to all who attend.

A Builder's Hardware Float

J. H. Fall & Co., Nashville, Tenn., in a recent industrial parade in their city, occupied a conspicuous part by a float which was a miniature of one of Nashville's newest skyscrapers. On this the firm placed "Yale" locks and hardware. The building on the float is made of heavy canvas and is painted in water colors exactly as the original. The cornice, made of galvanized iron, is also an exact reproduction of that on the real skyscraper, and was made by the same company that obtained the con-



AN UNUSUAL BUILDERS' HARDWARE FLOAT, BY J. H. FALL & CO., NASHVILLE, TENN.

The fourth annual picnic of the Iowa Hardware Dealers' Association will be held the 19th and 20th inst. Full particulars can be

tract for the metal work on the original building. The float building is 12 feet high, 8½ feet deep and 6 feet wide, being just one-twelfth

the size of the original. "Yale" Locks are arranged on a slanting framework at the base of the building. Tiger lilies were used extensively in the decoration, as the "Tiger" is the firm's private brand. This float attracted a great deal of attention, not only because it was an exact reproduction, but because it was something novel and out of the beaten path. This is the same company that made the ex-

hibit last year of the lady in the cage with the tiger, which received so many complimentary notices from many sources. This season's exhibit was equally as attractive, and illustrates that there can be gotten up something "new under the sun." It also contains a good suggestion for other aggressive Hardware concerns who are in search of ideas for similar occasions.

ONE BRAND OR MORE ?

One Line Less Trouble and More Satisfaction

We think it decidedly the best to carry one line and push it. We have tried handling several lines, and since handling one line we find more goods are sold with less trouble and with more satisfaction to ourselves and customers. We always try to get a line that we have confidence in and then push it.

L. A. MORGAN CO.

Get Exclusive Sale on One Line

In the paint line I believe in one make only and that the best. In general Hardware and tools I find it advantageous to secure the exclusive sale of a line of the highest grade goods. Then push that line and push it hard, at prices which allow a very generous profit. Also to have on hand in case of competitive necessity one or more cheaper lines.

H. T. CLARK.

Would Start With One Brand

If I were going into business I would confine myself to the one-brand policy at the start and I would make such changes afterward as my trade demanded. If in my judgment the trade demanded more than one brand after I got started I would add them, but it is not best to change brands too often nor have too many brands of one line at any one time. If I were going to buy out a stock of Hardware I would think more of it if it was composed of lines in few brands. I would much prefer a 100 dozen files in one good brand to a mixed lot of several brands.

HAMP WILLIAMS.

Prefers Manufacturers' Brands

I don't think it makes any material difference whether you carry one or more brands of

high-grade goods, but my experience teaches me that it is very necessary to carry two opposite grades—something good and something cheap; the cheapest thing that can be bought. I would advise not to stock very heavily on the cheap goods. The cheap goods help sell the better quality. I find it hard to argue quality when you can't see them; show the goods and price and they will argue more in a minute than you could in an hour. Always try first to sell the best. I think it a good idea to stick to a certain brand if it gives satisfaction to your customers and the price is right. I am not in favor of handling jobbers' brands only for this reason, you establish a trade on one brand of goods at a certain price; if its a jobbers' brand he can easily advance the price and you have no way of knowing whether he is justifiable in asking the price or not; but factory brands can easily be gotten at, for all jobbers handle them and I think it can be of no advantage to handle a jobbers' brand if more than one man in a town handles that brand.

J. O. SMITH.

Assortment Required for Self-Protection

It depends entirely upon the locality whether you should handle and push one line of goods. For city and mechanical trade the best money can buy is not too good. For ordinary farming trade second grade must be handled; consequently merchants, in smaller towns, should handle two grades. As to stoves and ranges no one line meets the demands of all the trade, and an assortment is the surest winner. We find it most profitable to push the best grade and one line; but the assortment is required for self-protection.

HENRY WOLF & CO.

After 32 years of experience I would recommend a dealer to handle several brands. If the people were all the same then one brand might do.

J. H. SCOTT.

A Firm Believer in One Brand

The discussion in the magazine is quite interesting. I am a firm believer in one brand. Have some individuality. Get a good line and stick to it so long as the manufacturer is progressive. It does not always mean that we adhere to the full line, as we have to have different priced goods. We try to keep about three prices in ranges. Then a few good cast cook stoves. One brand of paint and talk mixed paint. As who would think going back to "stage coaches, tallow dips and flint-lock muskets," and why adhere to lead and oil that grandfather used to use? This is an age of progression and let us try and be progressive. The one brand discussion leads along a line which the writer has adhered to for years, and believe I am right—that is, I buy my stock from two or three leading jobbers: this being enough. There is competition enough to keep prices down, instead of buying of eight or ten different firms, and no one getting enough trade that they care anything about it, but keep calling, living in hopes to get a better foothold. I firmly believe that any conscientious traveler will do his best to keep a customer who he feels he is getting the most of his trade from, than from a customer who is buying of Tom, Dick and Harry and trying to secure all the baits which are thrown out. One may secure a few baits, but no dealer is sharp enough so he can secure all the stock he wants from baits, and if a bait is given and accepted they must get even some way later. I should like very much to hear from other merchants, as well as some travelers along the line last spoken of.

A MICHIGAN READER.

Build Up Your Reputation on Quality

In our opinion it depends largely upon the line. On machinists' tools, carpenters' tools, edge tools of all kinds, our experience has been that the best obtainable is the thing to buy and to stick to. Build up your reputation on quality. Let your store be known as a place where nothing is sold but goods of the best quality. A cheap article is never satisfactory no matter how low it is sold, and the fact that it is not satisfactory invites controversy and friction with customers and ultimately he goes next time to the dealer who sells nothing but first-class goods.

On the other hand, the merchant who is known to handle and sell nothing but the very best make of goods obtainable is in a position to ask and secure a legitimate profit on his goods and is sure to hold his trade. He will lose the trade of a few "Dagos," but in

the long run he will make more money and find life more endurable.

THE F. HALLOCK CO. (W. A. Church).

Keeps the Cheaper Brand Out of Sight

I find in my experience that it is the best policy to take one line and handle it for a leading brand, and establish a reputation on that trade mark. But while I am doing this I also carry a small stock of some other brand of goods that are cheaper and not so good. I never show this cheaper line or say anything about it unless it is the last chance to make a sale, or to show to a party when a lower price is quoted me by a customer.

R. F. ROYS.

The question in regard to handling one brand or more is hard to answer. In most of the lines we handle we should say that one good brand well pushed is better than more. Of course this would not apply to small goods, but rather to the lines like stoves, cutlery, enameled ware, good tinware and things which can be talked and advertised extensively.

SNIDECOR & CO.

Wants More Than One Brand

I find in my experience of 18 years in the Hardware business that it does not pay to handle one brand. I always show my customer, say tools, from two or three brands, one high price, medium and low price, and on the high price, a well-known brand, I always place my guarantee, and don't guarantee the low-price goods at all. Nine times out of ten I sell the well-known brand. In stoves I always have about four different brands, showing customer generally the high-price goods first; if he talks about lower prices, show him the next grade and keep on until he is interested. In this way I lose very few stove sales. Of course I always carry a well selected stock of stoves, and make a strong effort to sell the high-price goods. As a rule the consumer will take better care of a high-price article than he will of a cheap grade. Always keep a few stoves on hand to compete with the catalogue houses. I cannot see how a merchant does business with only one brand of goods.

C. H. REINHOLDT.

"We take this opportunity of expressing our appreciation and interest in the *HARDWARE DEALERS' MAGAZINE*. The many items of wit and wisdom contained in your magazine are of great benefit to the progressive Hardware dealer. No wideawake Hardware dealer can afford to be without the *HARDWARE DEALERS' MAGAZINE*."

SCARBOROUGH & KLAUSS.

THE EXPENSE ACCOUNT

"Getting More Benefit Than We Realize"

We have read the different articles with reference to Expense Account in the year's business with a great deal of interest. It seems to us that we are getting more real benefit out of such discussions and experience meetings than a great many of us realize. We find that the expense account is the most vital part of our business. We are constantly fighting it down, but it is sure to reach 18 to 20 per cent. of the amount of business we do each year. We do not charge freight to expense, as we figure that as a part of the cost of our goods. The wholesaler has to add freight to the goods before he can quote us a price, and we should do the same.

SHEPHARD HARDWARE Co.

Governed By Locality

Allowing 5 per cent. of the investment for a sinking fund, 5 per cent. for interest on the capital invested, 10 per cent. for operating expenses, those 20 per cent. have got to be made whether you call the expense by one name or another, then only begins the making of profit. This would bring what I call a budget for rent, wear and tear, wages, insurance, horses and incidentals. Then another 5 per cent. for profit would make a safe investment. How to make each item of stock pay its relative share must be governed according to locality.

CHRISTIAN SCHLEUKER.

It is our policy to sell the best quality of goods and stay by certain makes as far as possible, but we have department store competition, and are obliged to meet them with their own grade of goods. Conditions vary in different localities, and retailers are in some cases forced to carry some competition goods.

WILCOX HARDWARE Co.

Takes It For Granted

We are not prepared to offer any statement on this subject, as we have never felt the need of giving it especial attention, except in a general way. It is a subject that needs no end of attention, and one that the average merchant does not give sufficient attention for his own good, but takes it up in a general way, and as long as things are apparently prospering, he takes it for granted that this account is not in excess of what it should be, and lets it go at that.

CHURCH & MORSE,
E. E. RICHMOND.

"Hang the Expense"

You are making the **HARDWARE DEALERS' MAGAZINE** a very readable paper with the letters from merchants on different topics. The expressions of opinion and the relating of experiences are always interesting even if they don't settle any vexed questions. I have been reading the letters relating to expense and would like to make a small contribution to the subject. We sympathize with the views of the firm that said "Hang the expense—get the business and get profits." There is such a thing as being too careful of expense, by paring down salaries, putting off needed improvements and running as cheap as you can. We presume in some localities a firm would be criticized for "putting on style," and in other localities they'd lose trade if they didn't. No doubt some firms can do business with an expense of 10 per cent. of their sales, we are pleased when ours comes below 20 per cent. It was considerably above that when we did one-third less business than now, but we didn't try to cut down the expense. We believed that an increase of expense would bring a larger volume of business, and so insure a smaller proportionate expense. In our expense account we include the salaries of the officers of the company. Freight is not included, but is added to the cost of the goods. If we could do our present trade on 10 per cent. expense we'd soon be able to build a music hall or a free theatre for Detroit.

T. B. RAYL Co.

Runs Close to 20 Per Cent.

We have read with a great deal of interest the discussion that is taking place between the Hardware dealers of different sections of the country, and note the wide difference in the estimated cost of doing business. From our experience we do not believe that any firm can do a general retail business of any amount under a 20 per cent. cost. This of course takes into consideration a reasonable salary for the proprietor, to which he is entitled. We think that these dealers who claim 10 per cent. will cover their expenses do not figure their own time at any price, nor for the rent of a building, which, in our judgment, should certainly be figured the same as though they had to rent their property.

THE HILLSDALE HARDWARE Co.

Does Not Charge Salary to Expense Account

I have kept an expense account for 18 years,

do not charge salary for myself to expense. As competition crowds a little harder every year the expense gradually approaches a good square 10 per cent. of sales. Without the most careful manipulation it would easily exceed this limit.

W. M. WHELOCK.

Doing Well to Keep Within 20 Per Cent.

If one adds to net cost of goods, freight and expenses, which one should, he is doing exceedingly well if he keeps in a 20 per cent. limit. It is a very deep question, conditions being different. Turn goods early and often.

E. W. E. BUNDSCHO.

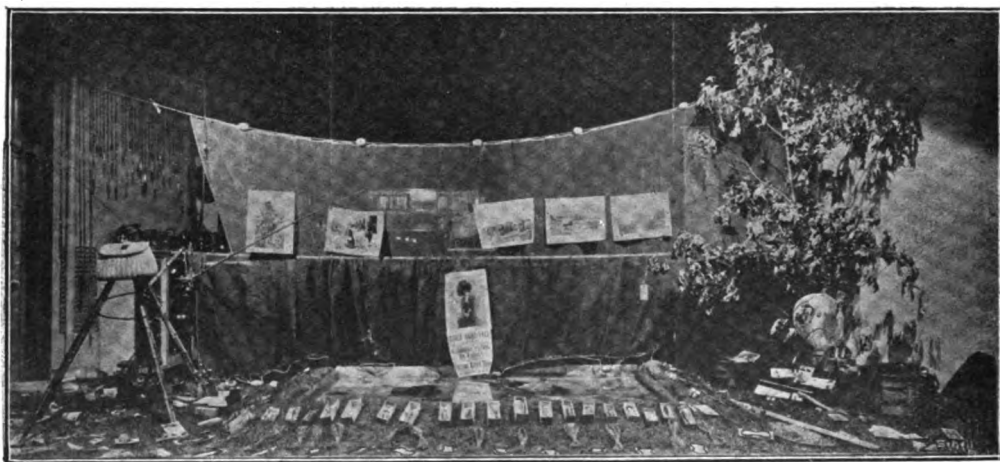
On reading articles on expense in your magazine for June I was surprised to note the wide difference in percentage figured by the several dealers. We aim to keep our expense down to 10 per cent. of the gross sales, but

per cent., and the month of March, 30.32 per cent. This is the month my insurance comes in, and our trade was light. For next three or four months I don't think my expense will average over 15 per cent. We are in a country town of about 1,200, and there are two Hardware stores here. I am hoping to read from your MAGAZINE many more dealers' experience of the expense account.

G. W. STOREY.

A Fishing Tackle Window Display

A. N. Patriarche & Co., Battle Creek, Mich., recently put a fishing tackle display in their show window, which attracted marked attention and admiration. It was the means of creating a good business at the time. The base of the window consisted of sod terraced to the top of tank, which contained running water with small perch, shiners and bass, together with small turtles. In the cor-



FISHING TACKLE WINDOW DISPLAY BY A. N. PATRIARCHE & CO., BATTLE CREEK, MICH.

find it at times exceeds that amount. We figure in nominal sum for proprietor's salaries, but charge freight to merchandise.

KLINE, DEAN & ROGERS.

In a Country Town Expense Is 15 Per Cent.

Looking over the experience of so many other men in our line who have told their experience, I just reach in my safe and get my sales and expense book and look up what per cent. my expenses are running, and I find they don't run alike. For the month of May I find my expenses, such as rent and other little expenses that come in, as store expense and freight and salary for myself, run to 11.58 per cent., and for the month of April, 10.54

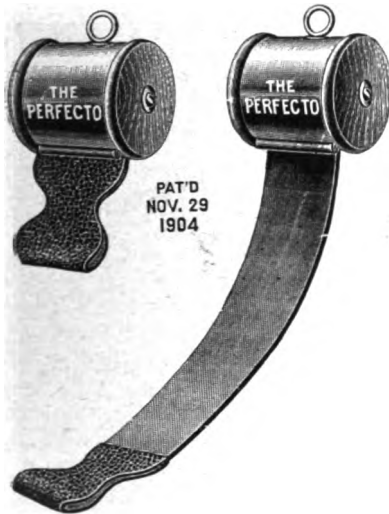
per cent. is a small oak tree and underneath is a lunch basket, tackle box and other items necessary to make a complete outfit. The object on the tree which resembles a hornet's nest is a hat with netting over it. The background consists of seines. In the foreground are fish lines, spinners, flies, fish hooks, while in the background to the left fish rods were suspended.

The photograph was made from a 15-minute exposure with electric light reflectors used. It is a very good picture, as it shows the fish lines in the front with distinctness and the rods in the background, the latter being at least 10 feet from the front of window.



"Perfecto" Roller Razor Strop

The Perfecto Mfg. Co., Towanda, Pa., are placing on the market the "Perfecto" Roller Razor Strop, illustrated. The strop automatically returns to the case when not in use. The leather is especially tanned by the "hemoak" process with the satin finish, which



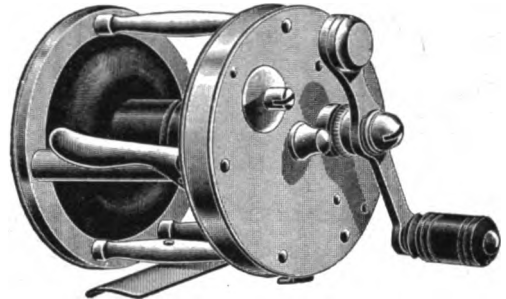
"PERFECTO" ROLLER RAZOR STROP.

insures a high-class article. The case is of polished wood and enameled steel, and is built to last a long time. The form of this device keeps the strop free from dust and grit and the leather from becoming dry. Each Strop is packed in a paper box.

"Hunter" Free Spool E-Z-Apart Reel

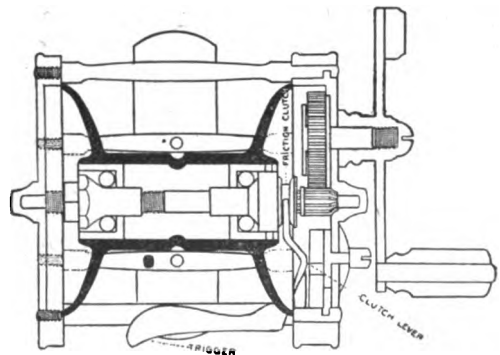
The Chamberlain Cartridge & Target Co., Cleveland, Ohio, are placing on the market the "Hunter" Free Spool E-Z-Apart Reel, illustrated. It has a quadruple gear and German silver finish. The large barrel rubber spool runs in phosphor bronze bearings, which

are riveted to side plates and have no caps to become lost. Frame studs run through both heads of Reel and are rigidly locked in place with locking ring, doing away with all



"HUNTER" E-Z-APART REEL.

screws. There are only three parts. The take apart mechanism used in both the free and tight spool reels is very simple, and gives a durability to the Reel by reason of the ease of cleaning and oiling. In the Free Spool



SECTIONAL VIEW OF REEL.

Reel all the wear on the gears and bearings is eliminated, and in bait casting the spool is freed and runs on ball bearings of hardened steel. The momentum of the handle and the

heavy spool being removed there is little or no liability of a "black lash" and the line does not get badly tangled. Only the very lightest thumbing of the line is necessary, and the accuracy and distance of the cast is greatly increased. The user does not have to be an expert to do first-class casting with this Reel for which it is especially adapted. The gears are always in mesh and never strip. By sliding the locking ring that engages in the notches in the studs the Reel can readily be taken apart and all parts easily cleaned and properly oiled. A simple push with the finger and the Reel can be taken apart or when put together, locked in place. The manufacturers fully guarantee this nickel-plated Reel to be satisfactory in every respect. Reference to the sectional view will show the mechanism.

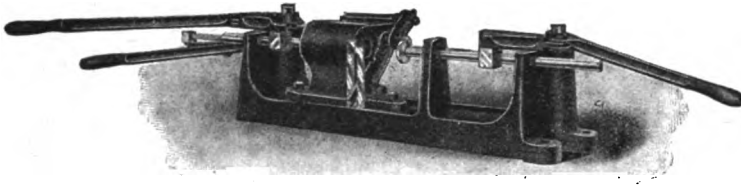
Rapid Repair Mill for Cartridges

W. P. Markle & Co., St. Louis, Mo., are manufacturers of the Rapid Repair Mill for Cartridges, illustrated. This machine is substantially built; is heavy, strong and durable. With this Mill any gun club, dealer or individual can repair exploded paper shotgun cartridges so that he can reload them in a

There are several grades of this Shot Gun, each one being fully described.

"Hartford" Minnow Float.

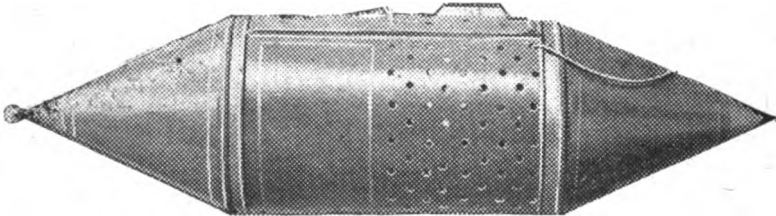
The Shinners-Russell Co., Hartford, Wis., are placing on the market the "Hartford" Minnow Float, illustrated. The makers lay particular stress on the points that this Float will preserve the life of the minnow and prove a great convenience to the fisherman. It is made of galvanized iron, painted green outside and striped with gold. The weight is $3\frac{1}{2}$ pounds. Its conical shape permits of moving readily through lily pads, weeds, etc., and easily following a boat. The air chambers at either end are put in at an angle so that the larger portion of the air space is at the top; this arrangement keeps the Float near the surface of the water, so that the slide is always on top. The rear part of the body of Float is perforated, including the sliding opening at top; this permits of a constant supply of fresh water to the minnows. The fore part contains the still water and is the place where the minnows stay when the Float is moving. The minnows are thus protected from the lashing waters. This place, the makers point out, is



RAPID REPAIR MILL FOR CARTRIDGES.

satisfactory manner. The manufacturers state this can be done at a price less than factory loaded shells. The labor can be supplied by a clerk or porter. The Mill, which weighs 40

the secret of the device, keeping the minnows alive for a much longer time than would otherwise be possible. Ballast in the bottom of Float prevents it from rotating, and keeps



"HARTFORD" MINNOW FLOAT.

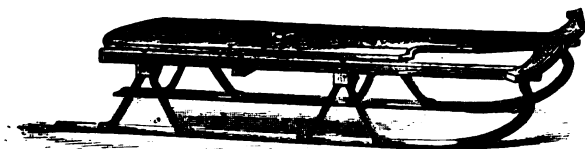
pounds, resizes, decaps, recaps and irons the exploded shell so that it can be handled in the loader almost as easily as a new shell.

The Tobin Arms Mfg. Co., Norwich, Conn., in their latest catalogue devote particular attention to the "Simplex" Shot Gun. General and sectional views are given of the arm.

it submerged to the proper depth. There is a loop at the forward end of Float to which a cord can be attached. There is also a handle near the forward end which the fisherman grasps to hold the Float in position, while with the other hand he pushes the slide back and picks out the minnow bait inside. A spring loop keeps the slide cover closed.

"Flexible Flyer" Sled.

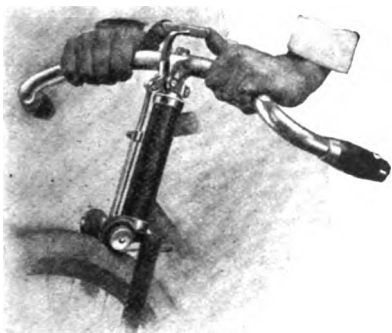
S. L. Allen & Co., Philadelphia, Pa., the manufacturers of the "Flexible Flyer" Sleds, have taken out two new patents under which they will be made for the coming season. The face of the runner will be made hollow in the center and flat on the sides; this shape enables the Sled to run well on either snow or ice. The runner is not hollow enough to interfere with the Sled running well on snow, but it is hollow enough to make it steer better under

**"FLEXIBLE FLYER" SLED.**

all conditions, especially on ice. The second patent covers a new design for the runners of all sizes. Instead of the gradual grade of the runners to the cross-bar, they will start from the level with just as easy lines but a new curve increasing in abruptness as it goes higher and ending in a goose neck. This lengthens the bearing and steering surface materially, thus securing better results both in speed and in control of the sled.

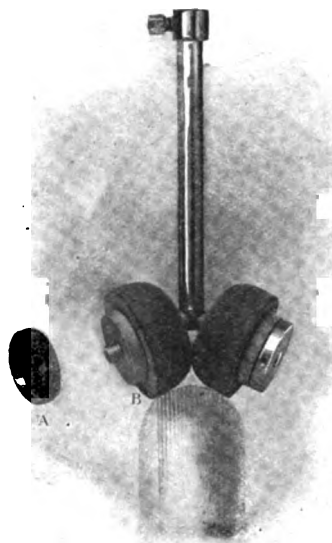
"Duck" Improved Roller Bicycle Brake

The New York Sporting Goods Co., 17 Warren street, New York, are offering the trade the "Duck" Improved Roller Bicycle Brake, illustrated. The two rubber rollers of the Brake are pressed to the tire of the front

**"DUCK" IMPROVED ROLLER BICYCLE BRAKE.**

wheel of bicycle, but as there is no friction between the rubber rollers and the tire there is no injury to the tire. When the pressure

is applied to the lever the rollers come in contact with the tire, but the friction is solely between the hardwood spool and the steel washers upon the ends of the forked axle of the brake. The brake is easily applied to a bicycle. The lower half of this Brake can be combined with the regular long handled lever common on bicycles, and this part is sold

**BRAKE EQUIPPED WITH LONG LEVER.**

separately if desired. Ladies or inexperienced riders prefer the long lever on the Brake, as it can be worked without removing the hand from the grip, but the average rider uses the thumb lever, as it does not encumber the handle bar. The lower half is made $4\frac{1}{2}$ inches long for 20 and 22-inch bicycles, and $5\frac{1}{2}$ inches for 24 and 26-inch bicycles.

Henry Disston & Sons, Inc., Philadelphia, Pa., have brought out an attractive metal sign of the "Disston" Hand Saw. The striking feature of the sign is a carpenter of many years holding in his right hand a "Disston" Saw. The man is shown in black and white, the Saw in natural finish, and the circular background a bright red, making a sharp contrast. At the top of the sign appears "The Saw that made Henry Disston famous with the carpenters," and below the picture the name and address of the concern. Outside the circle the background shows a marbelized effect. The whole sign is one that will attract attention in any store or in any place, and the dealer handling "Disston" Saws should see to it that he has one of these signs conspicuously displayed.

Combination Knife, Fork and Spoon

A. F. Bannister, Newark, N. J., for whom George W. Davis, 7 Warren street, New York, is sales agent, is placing on the market

barrels are of especially prepared high pressure steel, choked bored for nitro powder. It has an extension matted-rib with reinforced breech; oiled, walnut stock with pistol grip



COMBINATION KNIFE, FORK AND SPOON.

the Combination Knife, Fork and Spoon, illustrated. This set is made of aluminum and German silver, folding into one piece and

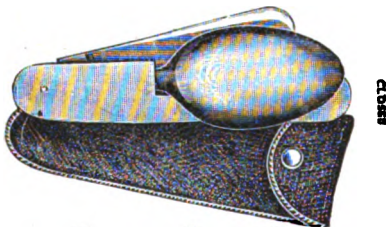
checked and patent snap forearm checked. The regular length of stock is 14 inches with $2\frac{3}{4}$ -inch drop. The gun can be supplied in 12-



WHEN USED AS A KNIFE.

is carried in a small chamois pocket, which keeps out the dust and dirt. The spoon is highly polished and it weighs 4 ounces com-

plete. This combination article is extensively used by campers, automobilists and by parties going on fishing excursions.



FOLDED TO PUT IN CASE.

plete. This combination article is extensively used by campers, automobilists and by parties going on fishing excursions.

"Stevens'" Double Barrel Hammerless Shot-Gun

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are placing on the market the "Stevens'" Double-Barrel Hammerless Shot-

Japanned Steel Door Button

The E. L. Watrous Mfg. Co., Des Moines, Iowa, are placing on the market the Japanned Steel Door Button illustrated. It is half the weight of a cast button, much stronger and



JAPANNED STEEL DOOR BUTTON.

will not break. It is no higher in price and is smoother in finish, as it is stamped from a die and not cast from moulds. It turns on the door without damaging the surface of same. The manufacturers ask the dealers to



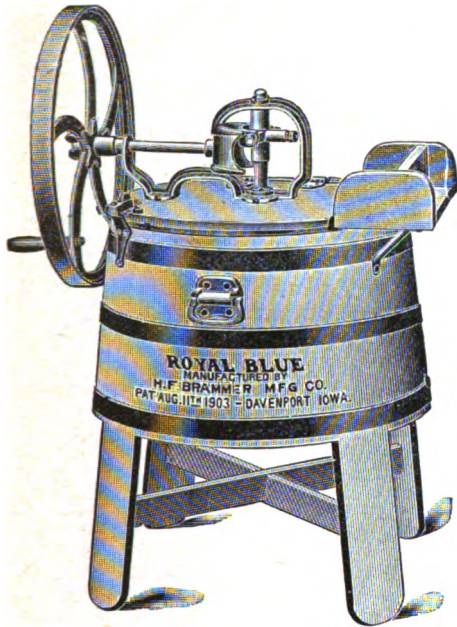
"STEVENS'" DOUBLE-BARREL HAMMERLESS SHOTGUN.

gun, No. 325, illustrated. The action is the Anson & Deeley type, with the Stevens check hook, relieving the forearm of all strain. The

put a cast button and this steel button in a vise and hit with a hammer, as being a test of strength between the two.

"Royal Blue" Washer

The H. F. Brammer Mfg. Co., Davenport, Ia., are placing on the market the "Royal Blue" Washer, illustrated. The tub is made of selected kiln dried Louisiana cypress, with legs solid with the tub and well braced. The inside surface is corrugated, similar to a washboard, thus affording the greatest possible amount of rubbing surface. The lid is of two thicknesses of lumber, screwed together to prevent warping and is steam-tight. The

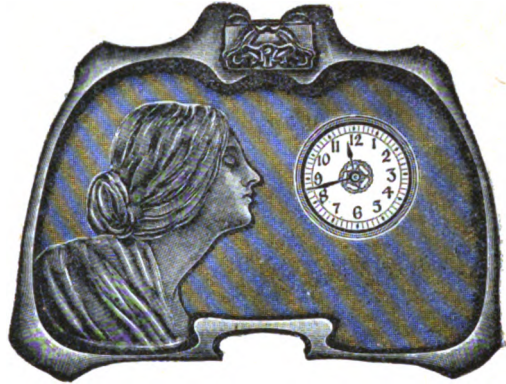
**"ROYAL BLUE" WASHER.**

dasher block is made of hard wood, the dasher of iron and heavily galvanized. The gearing is of high-grade grey iron and steel and will run forward or backward with ease, and it is always in gear. It reverses automatically. The Washer is finished in the natural color of the wood with the castings and the hoops painted a royal blue enamel.

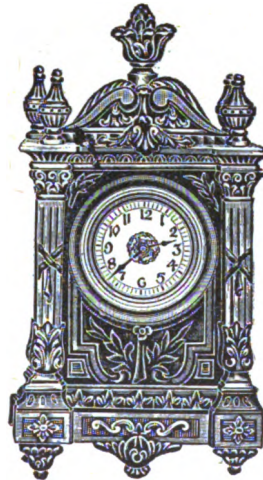
Patterson, Gottfried & Hunter, Ltd., 146 Centre street, New York, have issued their Screw catalogue No. 60, including Bolts, Nuts, Washers, Nails, etc. It is a very complete book, as it contains everything in the line of the articles mentioned. There are 110 pages in the catalogue, which conveys an idea of its comprehensiveness. The firm issue other separate catalogues devoted to Metals, Blacksmith's Supplies, Transmission Appliances, Automobile Supplies, Fire Protection Appliances, etc.

Mantel Clocks

The Western Clock Co., La Salle, Ill., with New York office 51 Maiden Lane, are placing several new designs in Mantel Clocks upon the market, two of which are illustrated. The "Tosca," which is 6½ inches high, and the "Balmoral," which is 9½ inches high, are from a new line of Mantel Clocks which will

**"TOSCA" MANTEL CLOCK.**

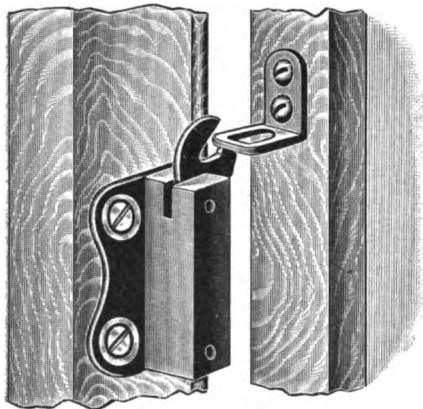
be offered the trade for fall retailing. These Clocks are set in ornamental metal cases and are finished in antique bronze instead of the heretofore popular gold plate. This new line includes several other styles, in all of which the cases are made of hard instead of soft

**"BALMORAL" MANTEL CLOCK.**

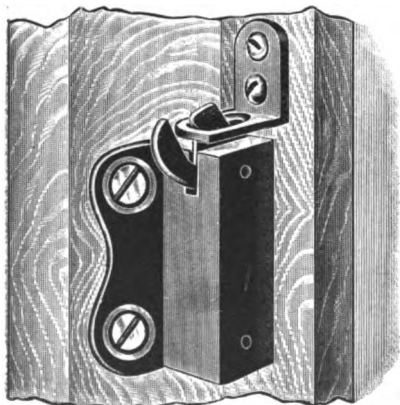
metal, the latter heretofore having been used in connection with fancy clocks. The advantage of hard metal case is that it is more substantial than soft metal and the bronze finish is more durable than the gold.

"Watrous" Automatic Door Catch

The E. L. Watrous Mfg. Co., Des Moines, Iowa, are offering the trade the "Watrous" Automatic Door Catches, illustrated. This device is for use on screen doors, storm doors, office gates, etc. It holds the door tight shut and prevents sagging open at the top or standing ajar. The operation of the device can be seen at once by reference to the illus-

**"WATROUS" AUTOMATIC DOOR CATCH.**

trations. It will work on the top or side of a door; on a left hand door, the cam should be uppermost; on a right hand door it should point down. This No. 5 Catch is simple and easy to put on. All that is necessary to do is

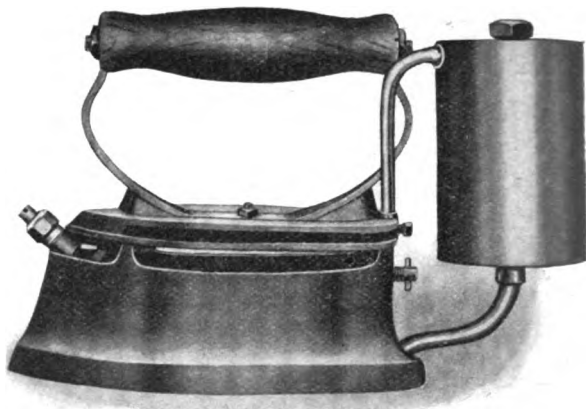
**TWO-THIRDS ACTUAL SIZE**

POSITION OF CATCH WHEN DOOR IS CLOSED.

to place it so that the outer edge is flush with the door jamb, and attach the strike to the door so that it will hit somewhere between the two jaws. The slightest touch of the door springs it, so that it immediately grips the door, pulls it together and holds firmly.

"Corona" Self-Heating Flat Iron

The Duplex Mfg. Co., 40 West Quincy street, Chicago, Ill., are placing on the market the "Corona" Self-Heating Flat Iron, illustrated. The reservoir has a capacity of a half pint of gasoline, which will be sufficient fuel for two or three hours. The user can regulate the heat to suit the work in hand. The

**"CORONA" SELF-HEATING FLAT IRON.**

heat can be maintained at the same temperature. The bottom of this 6-pound Iron is highly polished and nickel-plated, and it does not stick to the clothes. The heat is generated inside and applied to the bottom of the Iron only, where it is desired.

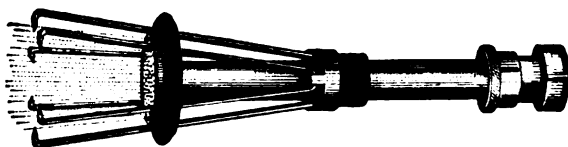
This iron is no larger than the ordinary flat irons. The hand of the operator is protected from the heat of the iron by the novel construction of the handle base. The oil is fed to the gas generator by a 1/4-inch diameter seamless brass tube. As the oil enters the generator it is first converted into gas and then purified by gravity. For this reason impurities contained in the oil will be removed, and not impair the usefulness of the iron. The combustion of gases is perfect, hence no odor.

Coes Wrench Co., Worcester, Mass., the New York agents for whom are John H. Graham & Co., 113 Chambers street, and J. C. McCarty & Co., 10 Warren street, are putting up an "introduction assortment case." The case contains a dozen each steel handle Screw Wrenches, 6, 8, 10 and 12-inch, and one-third dozen each 18 and 21-inch sizes. The case also contains circulars and window decalomania transfer signs and weighs 23 1/2 pounds gross. The company issue tough paper envelopes in which the user can put papers to carry around in the pocket. The flap and stiff sides and corners protect the contents from

injury. On the outside appears some "Coes' Wrench advertising.

"Ardrey" Vehicle Washer

The Ardrey Vehicle Washer Co., Rochester, N. Y., are placing on the market the "Ardrey" Vehicle Washer, illustrated. It is simple in construction, and designed to be attached to hose for washing carriages, street cars, sleighs, automobiles and vehicles of every description.



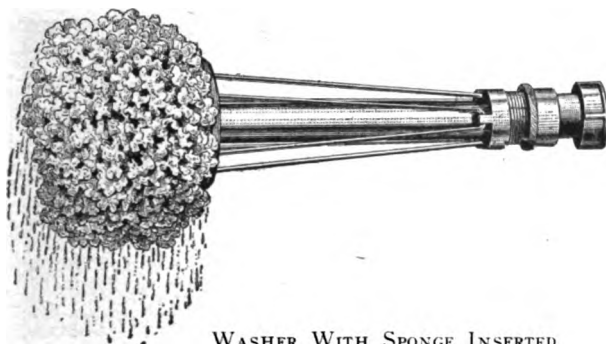
"ARDREY" VEHICLE WASHER, READY FOR SPONGE.

It is made of solid brass throughout, consequently will not rust. The center shaft has the standard thread connections which fit the ordinary hose. When the sliding sleeve is shoved up, spreading the prongs, the sponge is placed in position; the sleeve remains in place while sponge is being put in. The sleeve is

sired, and can be had in plain solid brass, highly polished or solid brass nickel-plated.

"Abbott" Dock Cutter

The American Fork & Hoe Co., Cleveland, Ohio, are placing on the market the "Abbott" Dock Cutter, illustrated. In the new design



WASHER WITH SPONGE INSERTED.

then drawn down and screwed into nut at the base. A rubber roll surrounds the rim of washer and prevents the device from coming in contact with the vehicle while being cleaned. The force of water is scattered through a perforated disc $1\frac{1}{2}$ inches diameter. This distributes the water through every portion of the sponge and keeps the latter free

effort has been made to seek an improvement which will present a form of cutting edge that will be efficient in engaging, holding and cutting the root; one that will be convenient and ready for manipulation, strong and not easily dulled by contact with stone or other articles nor caused to glance away by them. The blade is provided with a cross bar of one



"ABBOTT" DOCK CUTTER.

from grit all the time. It also prevents the marring of the varnished surfaces of a vehicle or automobile. In use a quick downward movement and the sponge goes in the smallest

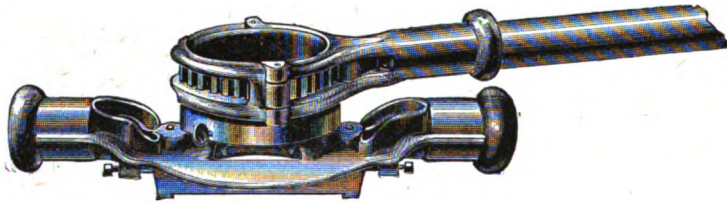
piece with itself, making it possible to use the foot to assist the operation. No more strength is required to cut the roots of weeds with the tool than is necessary to drive it through the

ground. The cutting edge is made in the form of an inverted "W" and has many advantages, the principal one being that the center prong splits the root of the dock or the weed which is frequently large and very tough, and cuts in conjunction with the outer edges. The outer edge in conjunction with the inner tooth forms four cutting blades, and they have a shearing cut which makes the operation very easy to perform. This shape of the edge also gathers the root into itself, prevents it slipping away, even though the blade is not accurately aimed. The blade is sufficiently long to reach the root of any weed and properly curved, so that when working in a natural spading position it will reach under the weed and surely cut the root. The angles

screws in the larger size Nippers. When both blade edges become dulled through use a new set of blades can be inserted. The jaws are beveled. The handles are of a shape to easily grasp and retain a firm grip, being smooth and finished in black. The 6 and 8-inch sizes are especially adapted for cutting piano wire, bicycle spokes and type bars. The 6-inch size is for cutting 1-16-inch wire, 8-inch size for $\frac{1}{8}$ -inch wire, 10-inch size for 3-16-inch wire, 12-inch size for $\frac{1}{4}$ -inch wire and the 14-inch size for 5-16-inch wire.

"Armstrong" Ratchet Attachment

The Armstrong Mfg. Co., Bridgeport, Conn., are placing on the market the "Armstrong" Ratchet Attachment for die stocks,



"ARMSTRONG" RATCHET ATTACHMENT.

of this cutting surface shaped like a "W" are so made that it is possible to grind them with a square face emery wheel, and they are tempered sufficiently hard so that it is possible to restore the edge with a file. Furthermore, the beveling is done on the under side of the tool and the natural grinding of the earth as the tool passes through it tends to keep the edge sharp.

"Nettleton" Reversible Nipper

The Nettleton Mfg. Co., with factory at Middletown, Conn., and sales department at 157 Chambers street, New York, are makers

illustrated. This Ratchet consists of a light but strong malleable iron ring, which carries the ratchet and pawl, and which is slipped over the barrel of the stock and securely attached to it by a thumb screw. No extra handle is provided, as the extension is tapped to receive one of the stock handles. It may be instantly adjusted for turning the stock in either direction. This strong tool will be found serviceable and valuable to pipe fitters and engineers, enabling them to use their regular "Armstrong" Stocks for threading pipe in positions where otherwise they would have to take down the pipe.



"NETTLETON" REVERSIBLE NIPPER.

of the "Nettleton" Reversible Nippers, illustrated. The most prominent feature of this tool is the reversible jaws, giving a double-cutting edge to each of the two blades employed. The blades are held in place by a single screw in the smaller sizes and by two

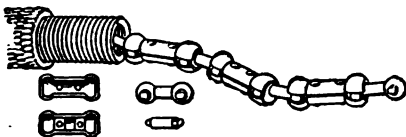
The Harrington & Richardson Arms Co., Worcester, Mass., have issued a Spanish edition of their Revolver and Shot Gun catalogue. The same thoroughness in preparation and care in printing is represented in this book, as shown in their English edition.

"Coates" Portable Drilling Outfit

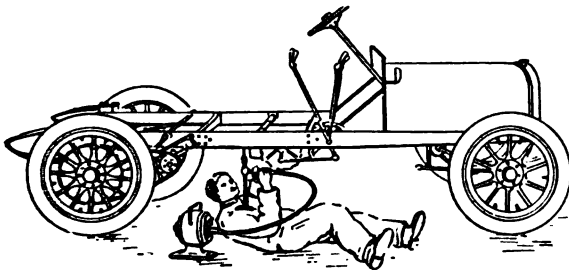
The Coates Clipper Mfg. Co., Worcester, Mass., are offering the trade the "Coates" Portable Drilling and Buffing Outfits for garage use, as illustrated. It has the universal

**"COATES" PORTABLE DRILLING OUTFIT.**

joint and flexible shafting of the unit link type, which is driven by a motor. The company make this unit link flexible shaft in sizes that will transmit from 1-10th horsepower, which is the speedometer size, to one that will transmit 150 horsepower for transmission work. Each link of this shaft is made of high carbon steel and the driving pins are made of nickel steel. The universal mechanism is

**"COATES" FLEXIBLE SHAFT.**

housed by a ball canopy which does not allow the moving part to come in contact with the outside cover. From the construction of this shaft it is impossible to kink or crystallize it. At the end of the flexible shaft is placed a 4 or 5-inch cloth buff; using this at a high

**DRILLING A CHASSIS FRAME.**

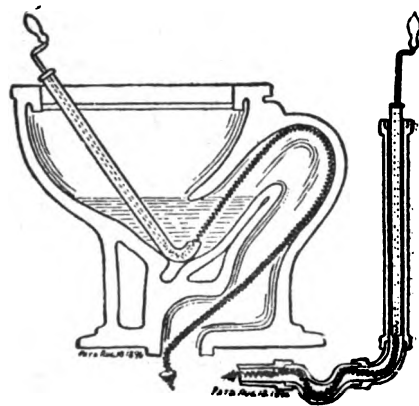
speed on brass work, buffs it up instantly. This not only does it many times faster than can be done by hand, but does it much better. By removing the buff spindle, a breast drill may be inserted. This has a reduction ratio

so that even at a high speed of the flexible shaft the drill can be made not to run over 300 or 400 R. P. M. It is also furnished with a stopping device whereby the buffing spindle or drill may be stopped instantly without stopping the motor.

The breast drill is a light device and can be taken to any part of the chassis, so that holes can be drilled in the time required for getting the old style equipment ready. Where large holes are to be drilled they furnish an old man and hand feed that the breast drill fits into and large holes can be drilled with great efficiency. Where there are cutters, reamers or spindles to be ground in the garage, replace the cloth spindle with an emery wheel, clamp the spindle to the tool post of a lathe, and it gives the operator a grinding device.

"Wrigley's" Patent Flexible Auger

Samuel Lewis, 126 Pearl street, New York, is offering the trade the "Wrigley" Patent Flexible Auger, illustrated. It is made of a special flexible steel spring that glides easily and without injury through the oddest shaped pipes. It is simple in construction, easily and effectively operated. This sanitary device will

**"WRIGLEY'S" PATENT FLEXIBLE AUGER.**

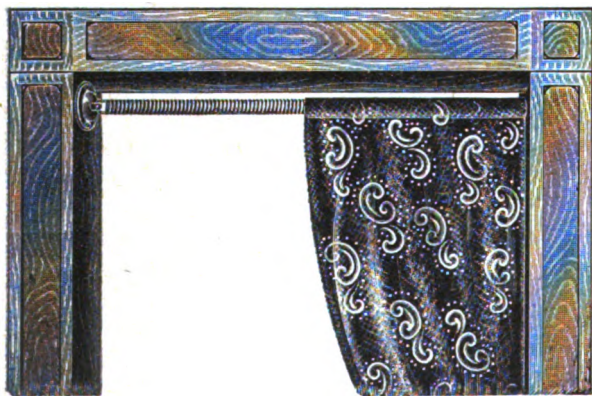
thoroughly clean and remove obstructions from water closets, drain pipes, etc. The makers state the Auger will go completely through any kind of closet. It will also clean and remove obstructions from all kinds of pipes leading from sinks, wash bowls, bath tubs, etc. For sewer pipes, boiler flues, etc., we supply the "Wrigley" Flexible Auger working on reels and carrying any length and size of coil wire desired, with necessary parts for use in different pipes.

"Barrett" Flexible Curtain Pole

The Standard Development Co., 52 State street, Chicago, Ill., are makers of the "Barrett" Flexible Curtain Pole, illustrated. This device is especially adapted for door portieres and draperies of any material or weight; also for show windows in stores or offices, or wherever a wood pole has formerly been used. It is intended to be used as a

**"BARRETT" FLEXIBLE CURTAIN POLE.**

substitute for the wood poles, and is said by the manufacturers to be far superior to any similar article. It is made of high grade extra plate piano wire. The device can also be instantly adjusted to windows of all

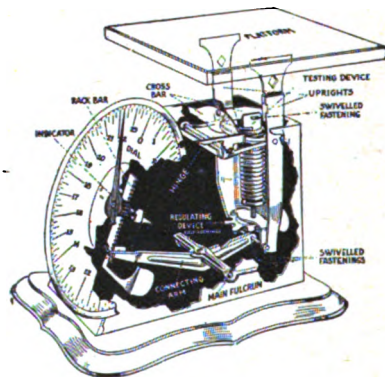
**"BARRETT" FLEXIBLE CURTAIN POLE.**

widths, sizes and shapes. It is extensively used for draping full window curtains, for hanging pillow sham holders, valance holders, etc.

The Dover Mfg. Co., Canal Dover, Ohio, are distributing a handsome catalogue to the trade descriptive of the "Asbestos Lined" Sad Irons. These Irons are put up in attractive shape, packed in neat wooden boxes and are easily handled by the dealer. The method of packing keeps the Iron in splendid shape. In the Laundry Sets shown several styles of extra cores are furnished. There are also Pressing Irons, Shirt Waist Sets, Flounce Sets, Sleeve Irons, Polishing Irons, Tourist Irons, Cabinet Sets, etc.

"Triner" Slanting Dial Family Scale

The Triner Scale & Mfg. Co., 1255 West Twenty-first street, Chicago, Ill., are manufacturers of the "Triner" Slanting Dial Family and Counter Scale, a sectional view of which is shown herewith. The view clearly shows the mechanism. The dial sets at a proper angle so that it can be read without stooping. The double steel uprights which support the platform is another feature to which the makers draw attention. The main fulcrum of this Scale is between the uprights which support the platform and the dial, so that when an article is placed off the center of the platform the tilt of the uprights causes no false effect upon the indicator. The spring in this Scale is swiveled at both ends, and is fastened in the center, both ways of the uprights, and cannot cause friction on the bearings. An entirely new feature is the cross-bar at the top, scientifically constructed to resist the tension of the spring to which the latter is attached. This enables the makers

**"TRINER" SLANTING DIAL FAMILY SCALE.**

to register the scale accurately at all points of the dial before applying the cover. The manufacturers have also provided a self-locking device on their regulating screw, which prevents it from being shaken or jarred out of position set, and being inside the frame cannot be tampered with. This is an improvement that is said to meet with the approval of city sealers. The interior parts, as well as the frame, are constructed of high-grade cold rolled steel, making them light, strong, uniform, interchangeable and preventing breakages in transportation. The high-class enamel is baked on the Scales at a high degree of heat, giving it a hard, rich, glossy finish. The decorations are handsome and lasting. The company also make a complete line of Postal and Confectionery Scales.

"Marlin" Baby Repeating Rifle

The Marlin Fire Arms Co., New Haven, Conn., are placing on the market the "Marlin" Baby Featherweight Repeating Rifle, illustrated. It is model 18, and .22 caliber. The barrel is of first quality open-hearth gun bar-



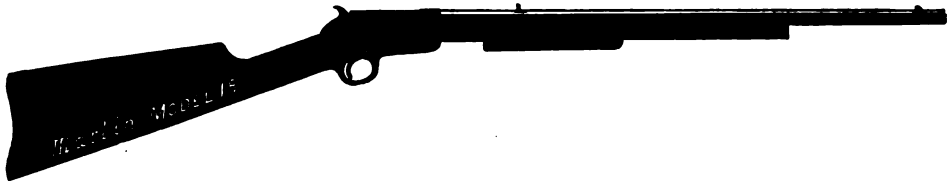
SHOWING BREECH MECHANISM.

rel steel, having a tensile strength of from 60,000 to 80,000 pounds to the square inch. Every billet is thoroughly welded and hammered before rolling, and each bar is finished by planishing. The boring, rifling, chambering and inside barrel finish are up to the "Ballard" standard as made by the company for the past

action and dust, sand, twigs and the like find no place for lodgment. These Baby Repeaters are all chambered to take both the .22 short and the .22 long rifle cartridges, but as ordinarily sent out only the .22 short cartridges can be used. An extra carrier for the .22 long cartridge can be obtained. These carriers interchange without tools and in a moment's time. The capacity of the magazine is fourteen .22 short cartridges, with one in the chamber, giving fifteen shots without reloading. The frames are blued, and butt plates are steel, blued-finish. Neither pistol grips nor octagon barrels can be furnished. This Rifle is sold at a low price.

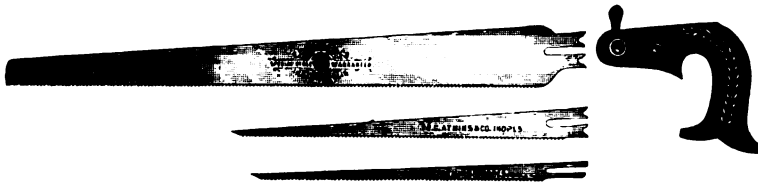
"Atkins" Metal Cutting Saws

E. C. Atkins Co., Indianapolis, Ind., are offering the trade the "Atkins" Metal Cutting Saw, illustrated. It is put out in the shape of a nest of Saws. The large blade is the nail cutting blade and is made of "Silver Steel," especially hardened for metal cutting purposes. The teeth are cut straight across and the Saw operates without a set. It is

**"MARLIN" BABY FEATHERWEIGHT REPEATING RIFLE, MODEL 18.**

thirty years. The frames are drop forged from high quality open-hearth gun frame steel. No cast or malleable pieces are used in any of the concern's guns. The butt stocks and forearms are all made of black walnut, air-seasoned and dried in sheds from two to four years, then kiln-dried before going into the wood shops. This Rifle is made with a visible hammer.

taper ground from tooth edge to back, and is of sufficiently wide gauge so as to cut a kerf wide enough to permit the use of a properly set ordinary saw without damage to its teeth. With the nail cutting blade comes a Compass and a Keyhole Blade, also of "Silver Steel," and just tempered to the proper degree. These blades will hold their cutting edges a

**"ATKINS" METAL CUTTING SAWS.**

which always indicates its position itself. This Rifle is not made take-down, but the barrel can be readily cleaned, and by taking off the butt stock the length is 26¼ inches, admitting of packing in a trunk. This gun has the solid top and side-ejecting principle. The breech bolt closes the opening flush with the outside of the frame. Water runs off instead of into the

long time. Any of the blades are made to fit an adjustable handle, which is operated by a thumb lever. The blades can thus be used in the regular way or made to operate at any angle or even reversed if desired. By the use of this tool the operator may reach almost any spot desired, and after the starting the kerf with either of the small blades, he may insert

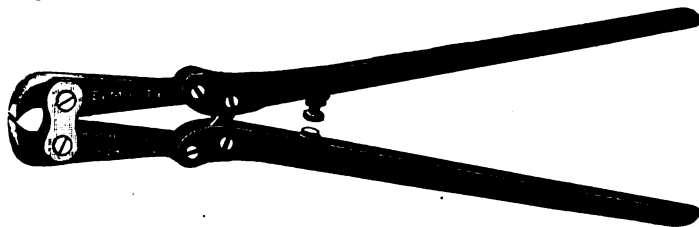
the Metal Cutting Blade, this being made narrow on the point with that end in view. The nail can then be cut, after which the metal cutting blade may be withdrawn and an ordinary blade substituted. The nest of Saws, No. 3, can be secured from the factory or through any of the numerous branches of the concern.

"A-B" Stove Polish

The A-B Polish Co., 8 Haddon avenue, Chicago, Ill., successors to Ayling Bros., are offering the trade the "A-B" Liquid Stove Polish. It is a pure oil Polish that will not

"Elm City" End Cutting Bolt Clipper

The Wm. Schollhorn Co., New Haven, Conn., with New York office, 7 Warren street, George W. Davis, are placing on the market the "Elm City" End Cutting Bolt Clipper, illustrated. It is made under the "Bernard" patent, and has the compound leverage so well known in their general line of tools. The cutters are warranted crucible steel. The No. 1 size is 24 inches long and weighs 4½ pounds. It cuts bolts ⅝-inch diameter. It finds extensive use by metal ceiling workers, by saddlers, who can cut off the bolt and fasten the



"ELM CITY" END CUTTING BOLT CLIPPER.

freeze. It contains no soap or sticky gum, and no brush is needed to shine it; an old newspaper or rag will answer the purpose. As a proof of its inherent quality, and that it has met with approval by the trade, it may be mentioned that this Polish has been on the market for a quarter of a century. The

check-rein hook without loss of time or annoyance caused by the use of a cold chisel and hammer. Blacksmiths and wagon makers also find this tool very useful in many ways.

"Clipper" Lawn Mower.

The Arcade Mfg. Co., Freeport, Ill., are placing on the market the "Clipper" Lawn



trade mark is a red shield with the letters "A-B" on same. The company also makes a dry Stove Polish, a Paste Polish, a liquid fireproof Stove Polish, Japanese Stove Pipe Enamel for coating iron and steel, Oil Metal Polish, Metal Polish Paste, etc.



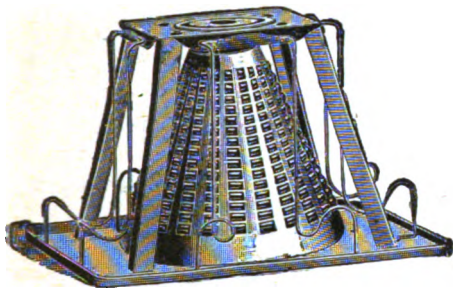
"CLIPPER" LAWN MOWER.

Mower, illustrated. It is a toy, with two half-inch cutting blades. This cast-iron mower is made along the usual lines, and is a toy which will greatly amuse a small boy. The

decorations are attractive, and when the machine is operated the reel revolves at a high rate of speed. The weight is four pounds and the length 36 inches.

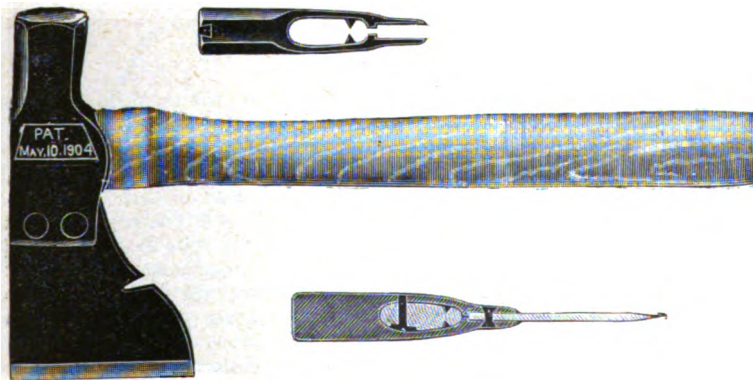
"Wilson" Bread Toaster

The Wilson Toaster Mfg. Co., Ferguson building, Pittsburg, Pa., are manufacturers of the "Wilson" Bread Toaster, illustrated. It can be used on a gas, gasoline or oil stove, and in toasting bread assures a delicate uniform browning to the bread. Four wire hold-



"WILSON" BREAD TOASTER.

ers are provided, one on each side, and in each of these a slice of bread can be toasted. The heat radiates from the cone shaped perforated center and thus prevents burning of the bread. The Toaster has a crumb tray at the bottom which prevents crumbs from falling into the flame and thus smoke the toast.



"DIAMOND" HOUSEHOLD HATCHET.

Having a ventilated top the device can also be used to steep tea and make coffee, or poach eggs while the bread is toasting. Four flat irons may also be heated on this device, using but one burner.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are sending the trade a handsome wall hanger showing a sportsman and sportswoman returning in the eventide with a brace of birds. Of course, the fair maiden carries a "Stevens" Rifle.

John Lucas & Co., Philadelphia, Pa., send the trade a neat advertising souvenir, being a celluloid hand, on the palm of which appears their announcement concerning "Lucas'" Tinted Gloss Paint. On the cuff appears a three months' calendar. A celluloid button accompanies the hand to secure it to a paper, book or some other object. In the *Lucas' News*, a paper which they issue periodically, are many things pertaining to their line of Paints, Varnish Stains, etc.

The Joseph Dixon Crucible Co., Jersey City, N. J., issue a very readable monthly paper under the name of *Graphite*. Its name indicates a large portion of its contents. Many personal experiences are related of engineers and others using various forms of Graphite, etc.

"Diamond" Household Hatchet

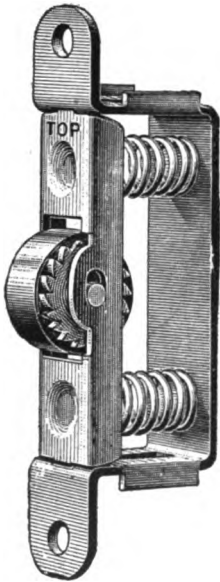
The Diamond Shear Co., Wilmington, Del., are manufacturers of the "Diamond" Household Hatchet, illustrated. The handle is first inserted into the eye of the semi-steel casting head, which is cast sufficiently apart to allow the handle to pass the spuds; then by mechanical pressure the head is forced together, and at the same time the spuds enter the handle. It eliminates the use of a wedge. A high car-

bon steel blade is put into position, and it is mechanically riveted to the head, making a stiff, compact hatchet for family or any other use. The whole weighs the same as the regular solid steel hatchet.

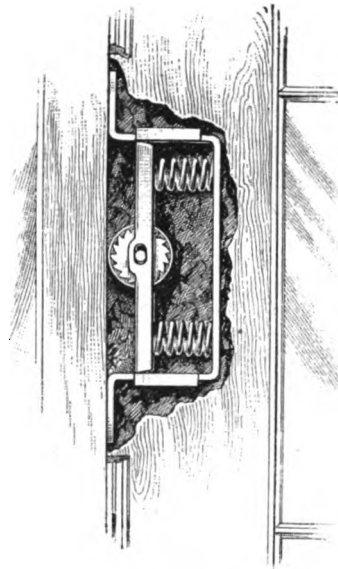
Automatic Sash Holder

The Automatic Sash Holder Co., 277 Broadway, New York, are placing on the market the Automatic Sash Holder, illustrated. It is designed to automatically hold in any position required both upper and lower window sash, without using sash cord, weights or pulleys. The idea grew out of the necessities of portable house construction, where large window frames with weight pockets were impossible and superfluous material was discarded, the above company being practically identical with the Ducker Co., at same address, which manufactures portable houses of all kinds. The principle of this holder has been thoroughly tried out for several years in portable house construction, and now, greatly improved in

it will be seen, revolve in two elongated or oval holes with a play of about $\frac{3}{32}$ inch, so that as the sash is raised the wheel revolves, but when lifting ceases the wheel axles move upward in the slot, and the ratchets engage with each side of the upper plate sufficiently to hold the sash at any desired point. The company emphasizes some of the following advantages, viz., that Hardwaremen and others can buy them in sets of four, so as to retail profitably for less than the cost of weights, cords and pulleys; that, while equally suitable for old or new construction, in the latter case there can be a great saving, both in material and freight, as well as bulk, by having window frames made without weight pockets; that owing to constant side pressure, windows, re-



AUTOMATIC SASH HOLDER.



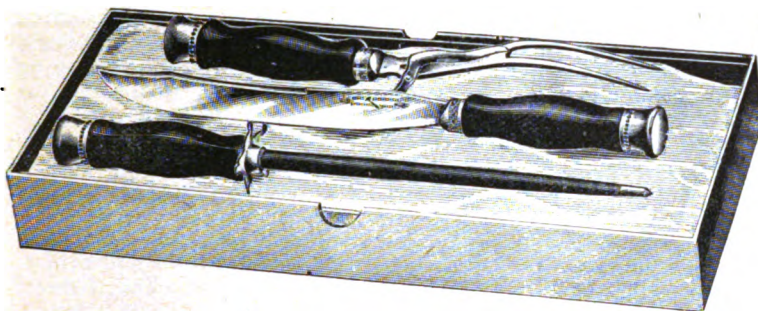
POSITION IN WINDOW SASH.

every detail to satisfy more exacting conditions, is offered for permanent structures. The body of the holder requires only an easily made mortise in the stile of sash, about $3\frac{1}{4} \times \frac{7}{8} \times 1\frac{5}{16}$ inches, all of which can be done with a $\frac{7}{8}$ -inch auger bit and chisel, mortises for new work being machine mortised at the mill. When in position the wheel runs up and down on the jamb of window frame and the holder is absolutely out of sight. The two portions of the frame are formed by special machinery from $\frac{5}{64}$ inch sheet steel. A binding or holding friction pressure is obtained by means of two electro-galvanized piano wire steel springs, which are $\frac{9}{16}$ -inch diameter and held securely in place by large bosses stamped top and bottom in both plates. The wheel pinions,

regardless of swellings or shrinkings, will always fit snugly and thus not rattle. For the average window a holder on each side of each sash up to 20 pounds will answer every purpose, they being especially suitable for residences in town or country, apartment houses, factories, cottages or any of the innumerable structures requiring windows. The holders, it may be said, have been successfully used on sash as heavy as 35 pounds each, the only objection to using them on very heavy sash being the greater strength needed to raise and lower the sash. For sash weighing 8 pounds each or less one holder on a sash is sufficient, thereby reducing the cost one-half, and for sash heavier than the average four holders could be used on each sash instead of two, if necessary.

Carving Set

Ira F. White & Son, 144 Walnut street, Newark, N. J., are offering to the trade the No. 300 HH Carving Set, illustrated. This three-piece Set is one of their latest additions to their already extensive line of Carvers.

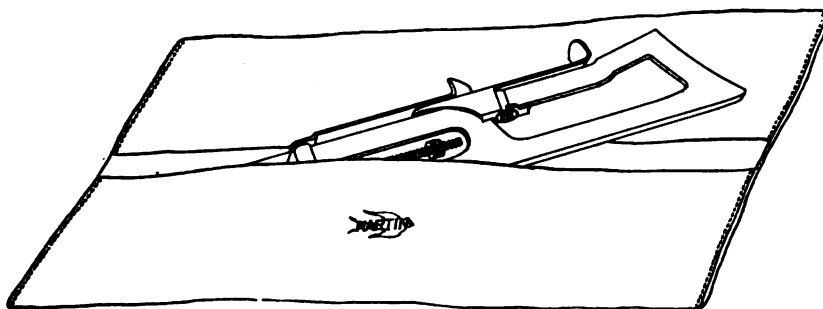


NO. 300 HH CARVING SET.

This Set is mounted with ebonized handles and surmounted with silver-plated German silver caps and ferrules. Finely tempered crucible steel is used in the make-up of the Set, which is sold at a popular price.

"Martin" Waterproof Skate Wallet

The Martin Skate Co., Old South Building, Boston, Mass., are offering the trade a line of waterproof wallets, in which are carried the company's Folding Pocket Ice Skates. Each wallet carries a pair of skates, one in each pocket to prevent marring. Being folded into small shape it can be carried in the pocket or in a muff. There are six sizes supplied: Black "Chase" pigskin, cloth lined; tan color "Chase"



"MARTIN" WATERPROOF SKATE WALLET.

pigskin, extra heavy, with double cloth lining; "Chase" seal grain, dark green, extra heavy, with double cloth lining, and in black leather. Wallets for racing skates are made only in the two largest sizes and in the last three styles named. The company has improved its Folding Pocket Skates by adopting a reinforced clamp, which greatly increases the strength of both heel and toe clamps.

Carey's "Stop-A-Leke" Styck

The Philip Carey Mfg. Co., Cincinnati, Ohio, are offering the trade Carey's "Stop-a-Leke" Styck, illustrated. It is an elastic compound, in stick form, that will not dry out or become brittle. It can be used during any



CAREY'S "STOP-A-LEKE" STYCK.

Leke is rubbed into the leak, filling up the aperture with the same, using for the purpose an ordinary putty knife or some similar tool.

In making repairs to water-soaked wooden surfaces, such as boats or wooden tanks, after the surface has become dry, apply the elastic compound and it will stick without difficulty, and it will be impossible for the action of the water to wash it away from the leak. It is claimed to mend leaks permanently and quickly in any kind of roof, around skylights, dormer windows, chimneys, down spouts, gut-

ters, valleys, etc. It is also especially adapted for stopping leaks in boats, water tanks, water jackets, buckets, sprinkling pots, barrels, slop pails, water troughs, tubs, etc. The Styck is 1½ inches diameter by 10 inches long. It is always ready for use.

At the recent celebration of Tacony, a suburb of Philadelphia, Pa., a souvenir program was issued which contained many views of prominent buildings in the town. A conspicuous feature was the large plant of Henry Disston & Sons, the Saw manufacturers. A brief historical description is presented of Tacony.

The Milbradt Mfg. Co., of St. Louis, has succeeded to the business of the Ebbing Mfg. Co., 1436 North Eighth street, St. Louis, Mo. The change is in name only. Mr. G. A. Milbradt, the originator and patentee of the "Milbradt" Rolling Step Ladders was elected president of the corporation. In the future the concern will continue as before to manufacture Rolling Step Ladders, and other store specialties.

The Armstrong Mfg. Co., Bridgeport, Conn., in order to give better service to the greatly increased Western trade, has lately opened a branch office and warerooms at 23 South Canal street, Chicago, Ill. The new branch is in charge of Hugh S. Laing, formerly assistant manager of the New York City branch. In addition to a complete line of "Armstrong" Stocks and Dies there will be carried a full stock of Pipe Cutters, Pipe Vises, Pipe Wrenches, etc.

The Erie Specialty Co., Erie, Pa., in their new catalogue show their entire line of Hardware specialties. The 68-page book is well printed and attractively presents the numerous articles catalogued. Their well-known line of Cork Pullers occupy many pages, followed by Stopper Lifters, Ice Picks, Lemon Squeezers, Fruit Juice Presses, Liquid Shakers, Ice Shavers, Vegetable Mashers, Champagne Taps, Ice Cream Dishers, Soda Water Tumbler Holders, etc.

The New York Sporting Goods Co., 17 Warren street, New York, have issued several catalogues devoted to their various specialties. In the book devoted to Bicycles and sundries there is found everything pertaining to Bicycles themselves, Saddles, Luggage Carriers, Coaster Brakes, Wood Rims, etc. The Automobile catalogue gives one a conception of the many articles pertaining to a complete auto-

mobile and also the tools for repairing same. There are Lamps, Communicators, Eye Shields and Goggles, Dash Clocks, Oil Cups, Carburetors, etc. This catalogue contains 64 pages. Their Sporting Goods catalogue No. 36 contains 164 pages, and is replete with hundreds of articles of interest to the sporting goods dealer. To enumerate the goods shown in the catalogue would be to reprint the three-column alphabetical index in the book.

The P. & F. Corbin Co., New Britain, Conn., are sending out a handsome print of a royal lion in a cage. The massive fellow's paw is against the gate, but the "Corbin" lock on the door securely holds it shut. There is no advertising whatever on the print, but the idea conveyed is one of security for the "Corbin" Lock. The picture is suitable for framing.

The Bridgeport Hardware Mfg. Co., Bridgeport, Conn., in their catalogue make a good presentation of their Nail Pullers, Box Openers, Box Chisels, Screw Drivers, Tack Pullers, Putty Knives, Cutting Nippers, Pliers, Nut Crackers, Ticket Punches, Can Openers, Hack Saw Frames, Shears, etc.

Henry Disston & Sons, Philadelphia, Pa., have issued a catalogue of Cross Cut Saws. In connection with the illustrations attention is called to the brief comments made on the quality of crucible steel put into their Saws, the processes of melting, hardening and tempering, grinding, blocking, polishing and stiffening, etc., A circular is issued pertaining to the Saws made especially to meet the peculiarities of the Pacific Coast timbers. Special patterns, material and workmanship are put into this class of Saws.

The Berger Mfg. Co., Canton, Ohio, manufacture a large variety of Sheet Metal products. In a recent mailing catalogue they show a few Metal Ceilings, Steel Window and Sash with wire glass, Architectural Sheet Metal Work, "Berger's" Metal Spanish Tiles, Vault Lights, "Prong Lock," Wireless fireproofing system for wood, iron or concrete; Roofing Plate, Ventilators and Steel Furniture and Fixtures. It has a double cover, one of which folds over and is used for the address. On inside of covers are a list of the goods manufactured, and the recipient is asked to check the items in which he is interested, and of which he desires catalogues and prices; the name is signed below and the leaf torn off and mailed, as the other side is self-addressed to the concern.

ADVERTISING THE STORE

Retailers' Store Paper

To the Editor:

I notice the article about a Retailers' Store Paper on page 920 of the May issue and give you my views of this subject gained by having "gone thro' the mill."

There seems to be a misconception of what advertising will accomplish. We are passing through an advertising age, so to speak; and every dealer realizes that he must advertise in some form or another. But the majority fail to see that advertising must "fit the store" and the locality in which it seeks patronage. Advertising that would draw custom to a store in one section of the country would fail to do so in another section.

And so it is with a "store paper." It could not be made to fit the advertising situation in all sections of the country.

Advertising to be successful must carry that *personal tone*, must reflect the policy, character and general atmosphere of the store it represents, and a ready-print store paper could not do this.

Good advertising is merely salesmanship on paper. Who ever heard of a good salesman using the same talk to all buyers? He fits his arguments to the man he is trying to convince, and when he talks to another he uses arguments to fit *that* situation.

Good advertising does not contain flowery phrases and literary gems of thought. People read ads. in order to learn more about the goods you have to offer and why it will prove advantageous to themselves to purchase them from you. They want to know the how, why and price. If these are right, your advertising will attract customers to the store. And this is all it can be expected to do. After that "it's up to you" to bring your powers as a salesman into action.

But remember *your* advertising must fit your store.

A. W. WALTER,

Retail Dealers' Catalogue

The Manchester Hardware Co., Manchester, N. H., issue an attractive catalogue of 100 pages which they are distributing to prospective customers in the territory surrounding their city. It is their maiden effort and is greatly to be commended. They have had the foresight to see that a publication of this character well printed, appropriately illustrated with the right-size cuts, brief descriptive matter concerning each article, together with prominent display of prices of each, will command the attention of the recipient. The name, price and illustration of each stand right out, all to be taken in at a glance.

A reference to the illustration herewith will

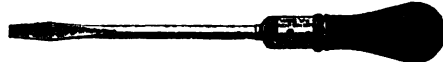
show the general make-up of a page. The concern have nearly reached fifty years of active business. They carry a large stock and the good things shown in the catalogue are simply picked at random. The book covers selections from their stock of Hardware and tools, paints, sporting and photographic goods,

North Brothers Manufacturing Co.'s "Yankee" Tools

We carry a very complete line of these tools. They are simple in construction, very strong and durable, do not get out of order, work smoothly and quickly, and wear

well. Accurately made of best materials, handsomely finished, thoroughly tested, and fully guaranteed by the makers.

No. 11 "Yankee" Ratchet Screw Driver



The adjustment is across instead of in line with the length of blade, avoiding any possibility of changing position of shifter while in use.

PRICE, 2 inch blade, . . . 30c.
Also 3 inch, 35c.; 4 inch, 40c.; 5 inch, 45c.; 6 inch, 50c., and 8 inch 60c.

Nos. 30 and 31 "Yankee" Spiral-Ratchet Screw Driver



Actual test shows no perceptible wear after driving 50,000 screws.

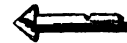
Three bits, different widths, are included with each tool, and each tool is fully guaranteed. The extreme length of tool, with bit and chuck, is 13½ inches when closed and 19¼ inches when extended.

PRICE, \$1.50

Also No. 31, same tool, larger, heavier and stronger throughout, for use in car shops and for heavier work generally, 17¼ inches closed and 26¼ inches when extended.

PRICE, \$2.00

The illustration also shows counterink, chuck and 8 drill points for use with this tool.



PRICE, for counterink, . . . 10c.



PRICE for chuck and drills, . . . 50c.

REPRODUCTION OF PAGE FROM CATALOGUE.

household specialties, etc. The cover is in a bright red, with black printing. The full size of page is 5 x 7 inches.

Advertising a Special Sale

An interesting and novel method of advertising a special sale, and one which might be tried by Hardware merchants, was used with excellent results by a well-known house-furnishing concern in Portland, Ore., as a fore-runner to a special sale. They had made up several thousand bunches of imitation keys. The keys were stamped from silvered cardboard and were fastened together by a wire ring; accompanying each bunch was a name plate of metal. The keys looked like the real article and each one was numbered; of these

numbers there were ten series. In the Sunday papers were placed the first of a series of "Lost Key" ads., occupying a good-sized space. One of these advertisements read: "Lost—Somewhere in the city of Portland, a bunch of keys containing three flat keys and our name with our private mark. One key marked with number 1287. Return this bunch of keys before next Saturday to our office and receive as a reward the handsome carving set now shown in our window." In addition advertisements were placed in the "Lost and Found" columns. Advertisements were continued during Monday, Tuesday and Wednesday in the morning and evening papers. On Monday two well-dressed men were sent out and within four hours, commencing at 11 o'clock, some two thousand bunches of keys had been dropped quietly and in a discriminating way, one at a time in the streets and in

Even if you didn't find the lucky key, don't feel disappointed. Our annual special sale commences to-day and you will find there all sorts of bargains from every department in our big store. They are all in the windows and on the first floor, plainly marked. Come early while choosing is good." The plan met all the requirements in advertising the sale. It got people talking and excited their interest and, in a word, it brought them in large numbers to the establishment. The plan can, of course, be modified to meet the varying circumstances. In a smaller city or town it might be well not to divulge the lucky number, but have the finders bring the keys to the store, to learn whether or no their find contains the lucky number. If this was done in a large city the newsboys and other urchins might collect the keys and hang around the store in a way to be a nuisance and a hindrance to business.

Snapper Blues are running.

The little blues are just beginning to look up and take notice. They'll catch on pretty often if you'll hand out something catchy for them to bite at, and there's a lot of fun just waiting for some man who owns the right tackle. Are you on?

If you haven't the right tackle we have.

BRIDGED COTTON LINES in bangles. 75c to 1.00 per doz.
WOOD FLOATS—all shapes and sizes. 50c to 1.00 each.
RIGGED HOOKS—head and line. 75c to 1.00 each.
SUPERFINE HOOKS—on line. 75c to 1.00 each.
EXTRA LONG HOOKS—on line. 75c to 1.00 each.
JOINTED BAIT HOOKS—on line. 75c to 1.00 each.
JOINTED STEEL HOOKS—on line. 75c to 1.00 each.
NICKEL PLATED HOOKS—on line. 75c to 1.00 each.

The John F. Bassett & Co.
754 CHAPEL ST. - 320 STATE ST.

A DROP IN HAMMOCKS.

THERE'S nothing quite as necessary to the full enjoyment of your Summer, either at the shore, the country or at home, as a good hammock. We've been selling lots of them lately—we've had mighty good hammock weather—but we still have some of our best ones left and we don't like to have any left when Fall comes. So instead of waiting until the close of the season we shall close them all out at once by a

10% reduction
on all Hammocks.

The John F. Bassett & Co.

New Goods

New goods are the first need of modern merchandising. People demand something new. They flock to the stores that show new things first. They neglect the store that is last to show them.

New goods supply the something "different" which makes a store interesting to its patrons. They give fresh material for the windows and advertising. New goods enable you to get away from competition. The constant running of the same old things leads to harmful price cutting.

Profits are always best on new goods while they are new. As soon as everyone has them competition gets in its perfect work.

Liability Determined

A case of more than ordinary interest to manufacturers of firearms was recently decided by a jury in the Supreme Court in favor of the defendant.

A repeating shotgun had been purchased from a dealer in New York City, and the second day it was used the gun exploded, causing injuries for which suit was brought to recover \$2,000 damages.

It was shown that the gun was loaded with a factory-loaded cartridge, and that the catalogues issued by the manufacturer represented the goods stated therein to be perfect in construction and made of best material.

The judge charged the jury that, if a manufacturer shows that he has exercised reasonable care in selection of materials, and carefully makes and inspects his products before sending them out to customers, he is not thereafter liable, unless it can be shown that there were defects in material or carelessness in manufacture.

APPROPRIATE SUMMER NEWSPAPER ADVERTISING.

various stores, etc. On Tuesday and Wednesday the same programme was gone through, some 6,000 bunches of keys being dropped in the three days. During the whole period interest was being stimulated by small advertisements. On Wednesday, the lucky key was dropped and in less than ten minutes afterward the finder presented it at the store and claimed the prize. The scheme aroused no end of interest and people finding the keys took them home often as souvenirs. Everybody was on the alert looking for the lucky number.

On the day following the finding of the "lucky" key, several short advertisements were inserted. One announced the finding of the key and gave the name and address of the finder. Another read, "Another chance—

Bulletin of New Dealers

(REQUESTS FOR CATALOGUES AND INFORMATION.)

Special reports have been received at the office of the **HARDWARE DEALERS' MAGAZINE** from the following new dealers (or change in style of firms) since last bulletin, stating the goods which they handle or expect to handle. These reports are sent to us direct from the dealers themselves, and are therefore reliable. They want the latest catalogues, special circulars or price-lists relating to the classes of goods they handle. The numbers indicate classes of goods handled.

1 Builders' Hardware	12 Guns and Ammunition	24 Cabinet Hardware	35 Belting
2 Machinists' Tools	13 Building Papers	25 Horse Shoes	36 Lawn Mowers
3 Carpenters' Tools	14 General Hardware	26 Plasterers' Tools	37 Lamps
4 Cutlery & Plated Ware	15 Electrical Supplies	27 Paints and Oils	38 Oil Stoves
5 Tinware	17 Factory Supplies	28 Glass and Putty	39 Stationers' Hardware
6 Woodenware	18 Stoves and Ranges	29 Blacksmiths' Supplies	40 Refrigerators
7 Rope and Twine	19 Furnaces	30 Fishing Tackle	41 Shoe Nails, Soles, etc.
8 Pumps	20 Saddlery Hardware	31 Sporting Goods	42 Wood Mantels, etc.
9 Agricultural Goods	21 Vehicles	32 Butchers' Tools	43 Plumbers' Supplies
10 Bicycles	22 Lead and Iron Pipe	33 Hose	44 Steam Fitters' Supplies
11 House Furnishings	23 Tin Plate and Metals	34 Weather Strip	45 Yacht & Boat Hardware

Alabama

GENEVA: Geneva Mercantile Co.

Retail (added Hardware), 1, 3 to 10, 12, 14, 18, 21, 22, 25, 29, 30, 33, 35, 37, 38, 40, 41, 43.

TROY: T. K. Brantley & Sons.

Retail (added Hardware), 1 to 7, 12, 14, 18, 20, 22, 25, 26, 29 to 33, 35, 36, 41, 43, 44.

Arizona

GLOBE: Globe Hardware Co.

Retail (succeeded Jacob Suter), 1 to 9, 12, 13, 14, 18 to 35, 37, 38, 40, 41, 43, 44.

Arkansas

SULPHUR ROCK: James H. Jimerson.

Retail (succeeded George Martin), 2 to 7, 9, 12, 14, 18 to 25, 28, 30, 33, 35, 36, 37, 40, 42, 45.

California

SAN FRANCISCO: Edwin Jones, 1466 Market Street.

Wholesale and retail (opened new store), 1 to 7, 9, 10, 13, 14, 17, 18, 19, 24, 26, 29, 32, 33, 34, 36, 38 to 41.

SAN FRANCISCO: E. D. Vaut, Hardware Co., 115 Grove Street.

Retail (opened new store), 1 to 7, 10, 12, 13, 14, 18, 20, 22 to 34, 36, 37, 38, 41, 44.

Delaware

WILMINGTON: Wilson & Hudson Hardware Co.

Wholesale and retail (formerly Wm. Wilson, Jr.), 2, 14, 17, 25, 27, 29, 35.

District of Columbia

WASHINGTON: Fries, Beall & Sharpe Co., Inc., 522 10th Street, N. W.

Wholesale (formerly Fries, Beall & Co.), 13, 14, 18, 19, 23.

Florida

CHIPLEY: W. J. Schell.

Retail (opened new store), 14.

Georgia

REIDSVILLE: Tattnall Supply Co.

Retail (succeeded W. L. Strickland), 1 to 10, 12, 13, 14, 18, 20 to 32, 35 to 41, 43, 44.

Idaho

SOLDIER: C. F. Borden.

Retail (new branch Hardware store of Shoshone, Idaho).

SOLDIER: W. Y. Perkins & Co.

Retail (opened new store), 1, 3, 4, 5, 7 to 10, 12, 13, 14, 18, 21, 22, 25, 27, 28, 29, 32, 41.

Illinois

BELVIDERE: W. W. Ray & Son.

Retail (formerly Ray Bros.), 1 to 7, 10, 12, 14, 18, 19, 23, 24, 26, 27, 28, 30, 31, 33 to 36, 38, 40, 41.

BLUE ISLAND: Pronger Bros.

Wholesale and retail (formerly Vandenberg & Pronger), 1, 3 to 8, 11 to 15, 18, 19, 20, 22 to 26, 29 to 34, 36, 38, 40, 41, 43, 44.

CHICAGO: Stebbins Hardware Co.

Retail (formerly S. J. Stebbins Hardware Co.).

LEE: D. R. Clark.

Retail (succeeded S. A. Wright), 1 to 9, 12, 18, 19, 20, 22, 27, 28, 35, 36, 38.

MARION: Heyde-Cox-Townsend Co.

Wholesale and retail (formerly Geo. C. Heyde), 1 to 45.

Indiana

ROCHESTER: Adam Ault.

Retail (succeeded Albert Smith), 1, 3 to 8, 12, 13, 14, 18, 20, 22, 25 to 30, 33, 34, 36, 38, 40.

Indian Territory

WAPAMUCKA: The Ball Co.

Retail (succeeded Roberts, Wynch Co.), 1 to 7, 9 to 14, 18, 20, 21, 22, 24, 25, 29 to 32, 36, 37, 38, 41.

Iowa**EARLHAM:** J. M. Cole.

Retail (succeeded N. O. Garmon), 1, 3 to 8, 12, 14, 18, 20, 22, 24, 25, 26, 30 to 33, 35 to 40.

MORAVIA: Bowers & Yeager.

Retail (succeeded J. E. Sharp), 1, 3 to 7, 12, 14, 18, 27, 28, 30, 31, 36, 38, 40, 41.

NEW PROVIDENCE: New Providence Hardware Co.

Retail (succeeded Bales & Howard Co.), 1, 3 to 9, 12, 14, 18, 19, 21, 22, 23, 25 to 31, 33, 34, 36, 38, 40, 41, 43.

Kansas**CHERRYVALE:** W. W. Baldwin.

Retail (formerly Baldwin & Hendricks), 1 to 8, 10, 12, 13, 14, 18, 20, 22 to 26, 28 to 41, 43.

GAYLORD: Gibson & Gibson.

Retail (succeeded W. D. Lloyd), 1, 3 to 7, 9, 12, 14, 18 to 21, 23, 25, 27, 30, 33, 36, 38, 40, 41.

HOXIE: John Hillstead.

Wholesale and retail (opened new store), 1 to 8, 10 to 14, 18, 19, 20, 22 to 38, 40, 41, 43, 44.

HURON: W. E. English.

Retail (formerly Kelly & English), 1, 3 to 7, 9 to 12, 14, 15, 18 to 24, 26 to 31, 33 to 36, 38, 40, 41, 43.

PEABODY: Peabody Hardware Co.

Retail (opened new store), 1 to 8, 10, 11, 12, 14, 18, 21, 26, 27, 29 to 33, 36 to 40, 42.

YATES CENTER: C. V. Orendorff & Co.

Retail (formerly Lockhard & Orendorff).

Maine**HOULTON:** R. L. Turney Co.

Retail (formerly R. L. Turney), 1 to 9, 12, 13, 14, 22, 24 to 31, 33, 36, 40.

Maryland**THURMONT:** Samuel Long.

Retail (formerly Long & Weddle).

Massachusetts**LOWELL:** H. C. Girard Co.

Retail (formerly Henry C. Girard), 1 to 4, 7, 12, 13, 14, 26 to 34, 36, 41, 43.

NORTH ABINGTON: Arthur B. Reed.

Wholesale and retail (added Hardware), 1 to 4, 13, 14, 17, 22, 27, 28, 33, 34, 36.

OXFORD: J. H. Savery.

Wholesale and retail (opened new store).

Michigan**ANN ARBOR:** Chilson & Hardenburg.

Retail (succeeded E. A. Dieterle), 1, 3 to 8, 12, 13, 14, 18, 19, 22, 23, 26, 27, 28, 30, 32 to 36, 38, 41.

DETROIT: Gregg Hardware Co.

Wholesale (formerly Gregg & Case Co.), 1, 2, 3, 13, 14, 17, 24, 26, 29, 33, 36, 40.

WESTON: E. C. Breese.

Retail (succeeded W. S. Lee), 1, 5, 7, 8, 9, 12, 13, 14, 18, 20, 23, 27, 28, 30, 31, 34, 36.

Minnesota**RED LAKE FALLS:** Hunt & Kankel.

Retail (formerly Frank E. Hunt), 1 to 8, 11 to 14, 18, 19, 22, 23, 25 to 28, 30, 31, 34 to 38, 40, 41, 43, 44.

Mississippi**MERIDIAN:** W. G. Casteel & Son.

Retail (formerly W. G. Casteel), 1, 3 to 7, 9, 10, 12, 14, 25, 26, 29 to 34, 36, 37, 38, 40, 41.

Missouri**GRANBY:** Granby Hardware & Implement Co.

Retail (succeeded Mitchell & Scholes), 1 to 14, 18, 21 to 33, 35 to 38, 40, 41, 43, 44.

LABELLE: Brownfield & Pugh.

Retail (succeeded E. L. Loudermilk), 1, 3 to 8, 10 to 14, 18, 19, 22, 23, 25, 26, 29 to 36, 38 to 41.

Nebraska**CROFTON:** C. Kusel.

Retail (opened new store), 1 to 7, 12, 14, 18, 19, 23, 26, 27, 28, 30, 31, 36, 37, 38, 40, 42.

KEENE: C. L. Carlson Hardware & Implement Co.

Retail (opened new store), 1 to 12, 14, 18, 20 to 24, 26, 27, 28, 33 to 38, 40, 41, 43, 44.

McCOOL JUNCTION: M. E. Boren & Co.

Retail (formerly M. E. Boren), 1 to 7, 10, 11, 12, 14, 18, 19, 23, 30, 33, 36, 38, 40, 41.

THAYER: J. V. Hower.

Retail (succeeded Searle & Chapin), 1, 3 to 7, 14, 18, 27, 28, 30, 36, 38.

New Hampshire**NASHUA:** Whittemore & Ambrose.

Retail (opened new store), 1 to 4, 6, 7, 9, 13, 14, 24, 27, 28, 30, 31, 33, 34, 36, 38, 41.

New York**BROOKLYN:** Harris & Wellenkamp, 288 Fulton Street.

Retail (succeeded S. O. Burnett), 1 to 7, 10, 13 to 17, 24, 26, 33 to 36, 38, 40.

ELMHURST: Paul B. Zenner.

Retail (formerly Zenner & Wolf), 2, 4, 8, 11, 12, 15, 17, 19 to 23, 25 to 29, 30 to 36, 39 to 45.

NEW YORK CITY: Howard Bros., 11 Carmine Street.

Retail (succeeded L. W. Mead), 1 to 4, 6,

7, 9, 10, 13 to 17, 20, 23, 24, 26, 29 to 35, 39, 41, 43.

WESTFIELD: Pratt-Sheldon Hardware Co.
Retail (succeeded L. W. Chapman), 1, 3 to 10, 13, 14, 18, 19, 23, 26 to 29, 32, 33, 36, 38, 40, 41.

North Dakota

FAIRMOUNT: Allen Bros.
Retail (succeeded Hellekson Bros.), 1 to 12, 14, 18 to 23, 25 to 28, 30 to 33, 35 to 38, 40, 41, 44.

Ohio

CUSTAR: Wm. Fischer.
Retail (formerly Fischer, Dauer & Co.), 1 to 14, 18 to 23, 25 to 45.

Oklahoma Territory

SHAWNEE: Stone Hardware & Implement Co.

Retail (succeeded Lehman Hardware & Implement Co.), 1 to 5, 7, 8, 9, 12, 14, 18, 19, 21, 22, 23, 25, 27, 29 to 36, 40, 41.

WALTER: Block-Way Hardware Co.
Retail (formerly G. H. Block), 1 to 10, 12, 14, 18, 20 to 23, 25, 30, 31, 33, 36, 37, 40, 43.

Oregon

EUGENE: Chambers Hardware Co.
Retail (formerly F. L. Chambers & Bro.), 1 to 14, 18, 21, 22, 24 to 30, 32 to 38, 40, 41, 43.

OREGON CITY: J. E. Smith Hardware Co.
Retail (succeeded J. C. Zinser).

PORTLAND: Bassett & Preer.
Retail (added Hardware), 2, 3, 4, 14, 24, 26, 29, 32.

Pennsylvania

EMAUS: H. W. Jarrett & Son.
Retail (formerly H. W. Jarrett), 1 to 14, 17, 20, 22, 24 to 34, 36, 38 to 41, 43, 44.

TITUSVILLE: Ackerman & Jepson.
Retail (formerly Ackerman, Jepson & Co.), 1, 3 to 10, 12, 13, 14, 18, 22, 23, 24, 26 to 31, 33, 34, 36, 40, 41.

Texas

AUSTIN: Kehl Hardware Co.
Wholesale and retail (succeeded Voss & Kooock), 1 to 7, 10, 18, 32, 33, 36, 37, 38, 40, 41.

SNYDER: Snyder Hardware Co.
Retail (succeeded Paxton Hardware Co.), 1 to 9, 12, 14, 18, 20, 21, 22, 25, 26, 29, 30, 33, 36, 37, 38, 41, 43.

VICTORIA: L. G. Kreisle.
Wholesale and retail (formerly Pridham & Kreisle), 1 to 10, 12, 13, 14, 18, 20, 21, 22, 24 to 33, 35, 36, 38, 40, 41, 43, 44.

Washington

MABTON: Kunz & Hartz.
Retail (opened new store), 1, 3, 4, 5, 7, 8,

9, 12, 13, 14, 18, 21, 22, 24, 29, 30, 38, 37, 38.

WAPATO: Ness & Wagner.
Retail (opened new store), 1, 3, 4, 5, 7 to 10, 12, 13, 14, 18, 25, 37, 38, 40.

West Virginia

WHEELING: G. W. Caldabaugh South Side Roofing, Plumbing & Supply Co.
Retail (formerly G. W. Caldabaugh & Bro.), 1 to 5, 11, 12, 14, 18, 19, 23, 27, 28, 33, 36, 40, 43.

Wisconsin

GREEN BAY: Gotfredson Bros. Co.
Wholesale and retail (opened new store), 1, 3, 4, 5, 7, 8, 9, 12, 13, 14, 21, 22, 23, 25 to 28, 33, 35, 36, 38, 40, 44.

Canada

VICTORIA, B. C.: Alfred Dixon.
Retail (succeeded A. McGregor & Son), 1 to 6, 13, 14, 18, 25, 26, 36, 38, 40.

ST. JOHN, N. B.: Robertson, Foster & Smith.

Wholesale (formerly Kerr & Robertson), 1 to 10, 12, 13, 14, 17, 20, 22 to 29, 41, 45.

SYDNEY, N. S.: McLeod Hardware Co., Ltd.

Wholesale and retail (formerly A. McLeod), 1 to 8, 11 to 14, 17, 22 to 29, 32 to 38, 40, 41, 44, 45.

The Avery Stamping Co., Cleveland, Ohio, have issued a blotter for every day use, on the face of which appears some advertising matter pertaining to the "Avery" Shovels and the "Never-Break" Steel Spiders.

What Is the Best Plan of Advertising?

I am very much interested in the subject of advertising, but am in doubt as to the best plan to pursue. I am located in a country village of about 600 inhabitants, and am in a good farming section, but I am not satisfied with the amount of business I receive. I aim to keep a well selected stock of goods, and my store clean and in order. We have no local newspaper, the nearest town where a paper is published being nine miles from here, but one of the weekly papers published there has quite a large circulation in this locality, and I am running an ad. in this paper, and have the matter changed every two or three weeks. But I am not satisfied with results. I have a fair business, but want more, if advertising will do it; how? If any one can give me any light on the subject I would be only too glad to hear from them.

J. M. AUGUR.

Miles & Aley, Wampum, Pa., are desirous of receiving catalogues from manufacturers of general Hardware, ammunition, pipe fittings, spouting, etc.

The Smith Hardware Co., Ensley, Ala., have purchased the stock of enameled ware and crockery of A. C. Tice, of the same city. The purchasers will take charge early this month and move the stock to 1720 Avenue E. The company would like to receive catalogues relating to a general line of Hardware, enameled ware, crockery, glassware, lamps, sporting goods, tools and specialties.

The International and Industrial Exhibition and Sale Co., Amsterdam, Holland, have opened a large exposition building in their city which will be devoted to a permanent exposition of manufactured products. The company has agencies in all the towns of the Netherlands. These agents will take orders and will distribute the concern's semi-monthly publication, which will contain articles with reference to the products on exhibition. Free advertising space will be given in the publication to all manufacturers who have rented space in the Exposition building. This building, which covers an area of about 22,000 square feet, is furnished with electrical power, gas and water. C. C. Abel & Co., 116 Broad street, New York, are the representatives for the Exposition Co. for the United States and Canada. The buildings will be opened this fall.

Inquiries for Goods.

The manufacturers of the following goods are wanted:

"ELYRIA" KNIFE SHARPENER.
 "BADGER" DIE STOCK.
 WATER FILTER MANUFACTURERS.
 "SAMSON" BUTCHER KNIFE.
 WATER MOTORS TO ATTACH TO WASHING MACHINES.
 "MILLER" REVERSIBLE RATCHET DIE PLATE.
 "LEWIS" WHITE LEAD.
 "FAIRY" STEP LADDER.
 COMBINATION AXE AND SCYTHE RACK.
 "YANKEE" GRASS HOOK.
 "FORSYTH" COUNTER SCALE.
 "VAUX METALLIC REFRIGERATOR.
 "FOERSTER" CABINET MAKERS' BENCH DOGS.
 "EASTERN STAR" BRAND OF HAMMER AND RATCHET HANDLES.
 AMERICAN AGENTS FOR "ADDIS" CARVING TOOLS.
 "CHALLENGE" STEP LADDER.
 CLAY PIGEONS.
 "CYCLONE" WASHING MACHINE,

TARGETS AND TARGET TRAPS.

"CLIMAX" SASH LOCK.

"IDEAL" DETACHABLE FAUCET.

SEWING MACHINE MANUFACTURERS IN OHIO.

"LITTLE STAR" APPLE PARER.

"DIAMOND" GAS STOVE.

"HOYT" ICE PICK.

"PRIMUS" COOKING STOVE.

"RAPID" SPIRAL SCREW DRIVERS.

"MATCHLESS" CIGAR LIGHTER.

SHEET FIBER MANUFACTURERS.

AUTOMATIC TACK DRIVER.

"JACKSON'S" SECTIONAL JAW PIPE WRENCH.

HOUSEKEEPER'S FAVORITE DUSTER AND WINDOW WASHER.

AGENCY FOR FIRE EXTINGUISHERS FOR SAN FRANCISCO.

POPLAR OR GUM BARRELS, PARAFFINE-LINED OR PLAIN, FOR SHIPPING MINERAL WATERS.

CONCERNS MAKING WASHING MACHINES ADAPTED TO BE RUN BY A WATER MOTOR.

"WINNER" LAWN MOWER.

Pipe Handle Post Hole Digger, made on lines of crowbar, one end being flattened.

BRICK TROWEL.—Kindly inform us where we can obtain the Genuine Rose Brick Trowels.

V. E. S.

Note.—Wm. Rose & Bros., Sharon Hill, Pa.

CUTTING NIPPERS.—Can you tell us who manufactures the "Carew" Pattern Cutting Nippers?

R. O. K.

Note.—M. W. Robinson, 79 Chambers street, New York, is the selling agent.

THERMOMETERS.—We desire to purchase a quantity of small thermometers such as are used on Urns. Who makes them?

MANUFACTURERS.

Note.—Bristol Co., Waterbury, Conn.; Taylor Bros. Co., Rochester, N. Y.; Watertown Thermometer Co., Watertown, N. Y.; The R. Hoehn Co., New York; Fritsche Bros., 174 Centre street, New York.

ICE CREAM FREEZER.—Where can we find out who makes the "Star" Ice Cream Freezer?

J. J.

Note.—It is a Freezer manufactured exclusively for John G. Rollins & Co., London, England, with New York office at 4 Stone street.

INCUBATORS.—I have been asked by some of my countrymen for prices and particulars on a complete installation of Incubators of different sizes, with capacities of 2,000, 5,000 and 10,000 chicks.

CHILE

Mix Together



The
Belmont
Pattern

(Only in
Berry
Spoons
and
Cold
Meat
Forks.)

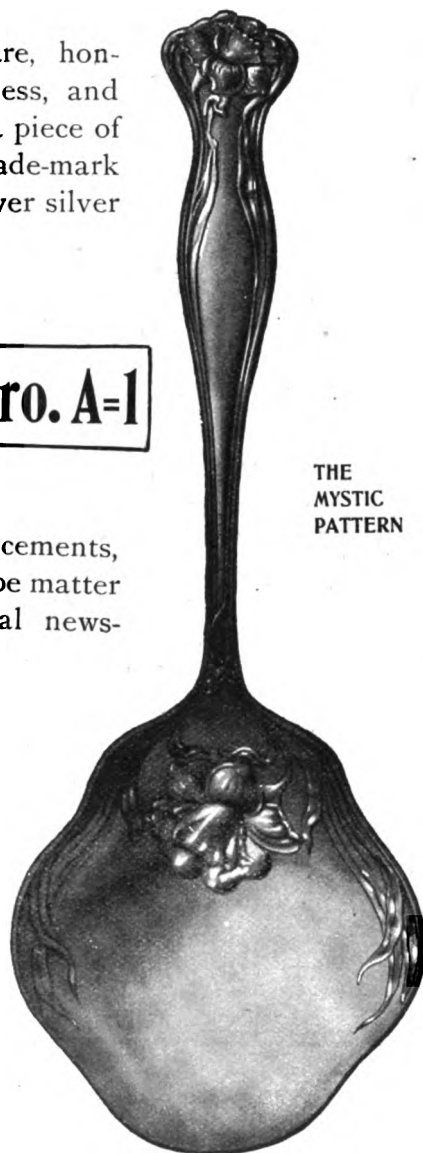
Reputation, skill, care, honesty and up-to-dateness, and the result would be a piece of silver bearing the trade-mark that is known wherever silver plate is known :

★ **Rogers & Bro. A=1**

Write for our announcements, including cuts and type matter for use in your local newspaper.

We also furnish handsomely illustrated circulars, with name of dealer imprinted, for free distribution.

Ask, too, for our catalogue of electrotypes.



THE
MYSTIC
PATTERN

INTERNATIONAL SILVER CO.

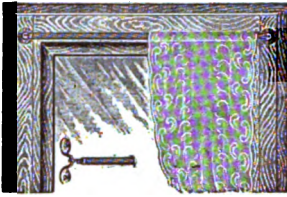
SUCCESSOR TO

ROGERS & BROTHER

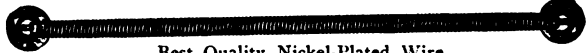
WATERBURY, CONN.

New York Warerooms: 9-11-13 Maiden Lane

In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.



Barnett Flexible Curtain Rod



Best Quality Nickel-Plated Wire

Over One Million Already in Use

Patented June 24, '02; Jan. 6, '03.
Also protected in Foreign Countries.

These rods are immediately adjustable to windows of all width, sizes and shapes. They are unequalled for Curtain Rods, Sash Rods, Sham

Holders, Valance Holders, etc. In constant demand at large profits, and a very desirable addition to any business. Write at once for full particulars and special prices.

STANDARD DEVELOPMENT CO.,

Sole Manufacturers,

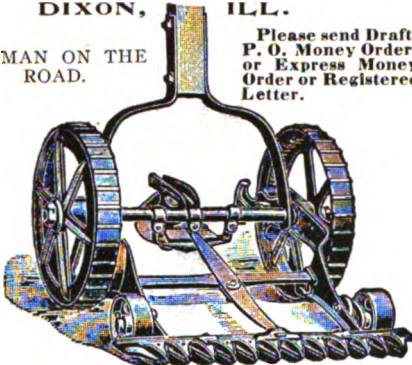
52 State Street, CHICAGO

CLIPPER LAWN MOWER CO.

DIXON, ILL.

NO MAN ON THE ROAD.

Please send Draft, P. O. Money Order, or Express Money Order or Registered Letter.



THE MOWER

That will kill all the weeds in your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. **The Clipper will do it.**

Spot Cash Prices to the Trade:
No. 1—12 inch. \$4.50 No. 3—18 inch. \$5.50
No. 2—15 inch. 6.00 No. 4—21 inch. 6.00

McWhinnie Wheel Barrow Works POUGHKEEPSIE, N. Y., U. S. A.



Manufacturer of all kinds of Wooden, Steel Tray and Steel Tubular

Wheel Barrows

for railroad, coal, stone, mortar and garden use.



Jarvis Marking Fluid

50 Cents per Bottle

Prepaid on Receipt of Price

For Marking Pocket Knives, Razors, Table Cutlery, Tools or other steel articles, also Silverware, Platedware, Glassware, Chinaware, etc. Our Marking Fluid is the best preparation ever offered. It is the most easily applied and the most readily removed, according to instructions.

Enough to last the average dealer from one to three years.

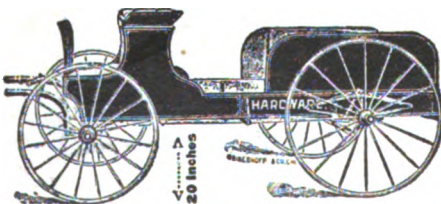
The only fluid that will not rust on nor chip off or rub off; that does not mar the appearance of the article. Every Hardware, Sporting Goods and Department Store should have a bottle. Guaranteed to please or money refunded. Order a bottle to-day. Ask for a sample of O.K. \$1.00 WATCH. Stem Wind and Set. Guaranteed for one year.

W. B. JARVIS CO.

41 Canal Street

Grand Rapids, Mich.

Up-to-Date Hardware Delivery Wagon



for progressive hardware dealers. Easy to load and light of draft. Built upon honor in the highest grade only.

Free Catalog upon Request.

Sycamore Wagon Works

109 EDWARD ST., SYCAMORE, ILL.

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE.**

Wynn's

The Good Looking Are Always Admired.
Admiration Creates a Desire to Have.

Wins Everywhere

Would you take a good thing,
If you could get to it?
Would you buy a good thing,
If sure that you knew it?

With a smile on your face,
Just order a case,
And we will return the
Money if you rue it.

The rustling of Black Silk
Is often attractive,
And sometimes makes
The boys very active.

If a \$50.00 stove on sample floor is dirty,
It would not sell to a customer for thirty.
Polish them up well, then they will sell
For the fifty in place of the thirty.

Moral: It pays to use good stove polish
And dress your stoves in Black Silk.

Established
in 1883
by LEWIS D. WYNN.

Black Silk Stove Polish Works

AT STERLING, ILL.

Exclusive manufacturers
of one brand only
THE BLACK SILK

Your Trade Appreciates Quality

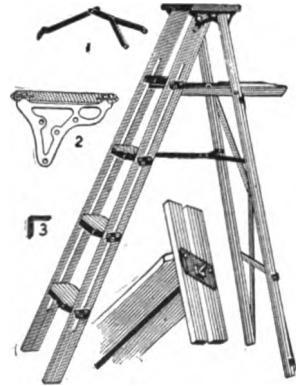
It's the quality of your goods alone that will build up your trade



No. 114½

The Popularity of Udell Specialties

with the trade is due entirely to the extraordinary quality of every single article. Udell specialties are constructed to stand the wear and tear for years to come—and then stand some more. There is no excuse for selling cheap, poorly made articles when you can sell Udell Specialties—give better values, give better satisfaction, make the same profits and build up a larger trade.



**WRITE TO-DAY FOR THE UDELL CATALOG OF
House Furnishings, Woodenware, Folding Tables and STEP and EXTENSION LADDERS**

See for yourself why it will pay you to handle Udell Specialties. Address a postal—right now—for catalog to

THE UDELL WORKS, 1238 West 28th St., Indianapolis, U. S. A.

Eastern Representative: W. A. STOKES & CO., 30 Warren St., New York City

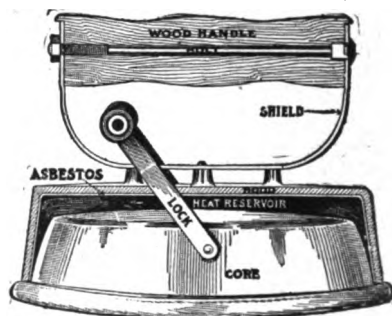
In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE.

HOT WEATHER BULLETIN

Q Ironing is pretty tough on the women in the hot days of summer. Q And it is an instance of the Irony of Fate that, when ironing is most fatiguing, there's just so much more of it. Q White dresses, shirts and shirtwaists, underclothes, and a host of other summer garments—how often they must be ironed! Q Do you know that the features of Asbestos Sad Irons appeal more to women in the summer than at any other time? Q If only your salespeople would show up these features earnestly and intelligently to the perspiring women who iron, we know that the result would be what you want most of all—sales! Q Let us send your clerks some pointers. Q We wish to mention merely a few of the hot weather features of Asbestos Sad Irons: Q 1st. The handle is always cool and comfortable because of the asbestos-lined hood with its dead-air space. Heat cannot get to the handle either by conduction or radiation. Q 2nd. The "Asbestos" retains heat longer than ordinary irons. When it has once been thoroughly heated, the fire can be "checked," thereby reducing the temperature of the room. Q 3rd. Frequent trips to the stove are unnecessary, so that the stove can be in one room and the ironing done in another. Q Just consider the advisability of making Asbestos Sad Irons a hot weather special. Q Ask your jobber about our Free Display Stand proposition.



Sectional View of an Asbestos Laundry Iron.

Showing how they are built.



FLOUNCE IRON.

A hummer in the summer.

THE DOVER MFG. COMPANY

BOX 810

CANAL DOVER, OHIO

In answering advertisements it is desirable that you mention *HARDWARE DEALERS' MAGAZINE*.



Why is the *Marlin* Repeating Shotgun, Model No. 17, the best low-priced repeating shotgun in the world?

By making this gun with a solid frame and a straight grip stock a number of parts have been eliminated. The result is a stronger, simpler, cleaner gun than any other repeating model and a very much less costly one.

The exclusively *Marlin* solid top and side ejection are features of Model 17 and to these famous *Marlin* ideas are added the new double extractor and a two-piece safety recoil block—devices which repeating shotgun users will welcome.

The *Marlin* breech block and working parts are cut from solid drop forgings. The barrel of special rolled steel is bored

for both smokeless powder and black. The guaranteed *Marlin* pattern of 35 pellets with 1½ oz. No. 8 shot in a 30 in. circle at 40 yards is maintained in Model 17.

When the ducks come rushing in among the decoys or the grouse roar off through the dead leaves you cannot be armed with a better, quicker, harder-hitting gun than the *Marlin* Model 17.

It is a first-class quail gun. For woodcock, snipe, prairie chickens, sharp tail grouse or any other bird shooting it is unsurpassed.

Its records at the traps are wonderful.

To All Dealers Handling Firearms

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These "ads" will be inserted in a list of magazines selected for their quality, known to be bought and read by a class of people financially able to buy Marlin repeaters, and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000 readers.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers, and in many miscellaneous publications.

IN OUR ADVERTISEMENTS we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls, and people who are not interested enough to invest ten cents and the time and trouble necessary.

WE REASON that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly and, on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information, interesting and instructive to all shooters, whether they use Marlin repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know who carries a good stock of Marlin goods and is enterprising enough to follow an inquirer and try to sell the man a Marlin repeater.

We also send to that dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

OUR ADVERTISING CAMPAIGN each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us, and it will pay you if you will take part in it.

IF YOU ARE INTERESTED, please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

There are many other valuable Marlin ideas included in every Marlin gun. Send six cents in stamps for our handsome catalog, which explains all and contains much other valuable information.

The Marlin Firearms Co., 21 Willow St., New Haven, Ct.

A-B STOVE POLISH

On the Market for 25 Years
PASTE LIQUID POWDER

A-B PASTE POLISH is the most brilliant and lasting polish of its kind. Its covering capacity and luster is unexcelled. Made of pure Ceylon plumbago and high grade carbon only.

1-lb. Cans, for family use, 3 doz. per case, \$3.75.

5-lb. Cans, for dealers' use, 60 lbs. per crate. Per lb., 10c.

Also sold in barrels.

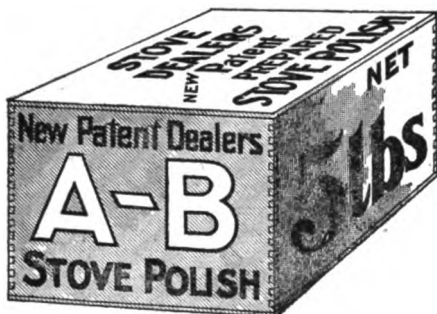
A-B LIQUID WATERPROOF STOVE POLISH is a pure oil polish that will not freeze. Contains no soap or sticky gums. No brush needed to shine it; any old newspaper or rag will do it.

No Dust. No Rust. No Odor. Waterproof.

Made especially for family use. Put up in 10-oz. screw-top cans; per gross, \$12.00. 6-oz. glass bottles, per gross, \$9.00.

A-B POWDER POLISH for dealers' use is the greatest invention in stove polishes in years. A 5-lb. box will do more work than 15 pounds of the best paste stove polish made. It is black, brilliant and easy to use.

Mixes easily and can be remixed at any time.



No Dust. No Rusting Cans. No Wasted Material.

Sold in 5-lb. boxes, net weight, 75c.

Also sold in bulk.

Send for illustrated 8-color catalog, showing full line of polishes and iron enamels for all purposes.



A-B POLISH COMPANY

Successors to AYLING BROS.

8-14 Haddon Avenue, Chicago, Ill., U. S. A.

EVERYTHING FOR

AUTOMOBILE

Dealers and Owners.

Our Catalog No. 43

Fully illustrates everything of merit, quality, novelty or necessity, in wide variety for the Automobile or Owner.

BICYCLE

Dealers and Builders.

Bicycle Catalog No. 53

The most complete and carefully selected line of guaranteed Tires and Bicycles, and all standard up-to-date Supplies and Tools.

BED ROCK PRICES. PROMPT SHIPMENTS.

EXCELSIOR SUPPLY CO., CHICAGO, ILL.

ESTABLISHED 1876.

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

J-15-17



There is something greater than *amount* of circulation. There is something greater than *quality* of circulation. That "something" is Efficiency. It is the resultant obtained by multiplying the *amount* of circulation by the *quality*. Let us see how it works out.

The Ladies' Home Journal is bought by 1,200,000 people. *The Saturday Evening Post* is bought by 750,000 people. So much for the *amount*.

The people who buy these papers, together with their friends and relatives who read them, constitute a large part of the solid, buying public. If you can convince this great army of the value of your wares, the rest of the worth-while people will hear of you. For years we have been earning the confidence of our clientele, and now you have the opportunity of benefiting by it. So much for *quality*.

The resultant of these two factors is the highest selling efficiency known to advertising.

We can prove this in two ways. For one way we can demonstrate to you the character of our publications, the peculiar aptness of our editorial supply to our readers' demand, the scope and nature of our subscription list, the confidence of our readers. This is the logic of the situation.

The other way is simpler. It consists in showing you the history of advertising successes, for which we are chiefly or wholly responsible.



THE CURTIS PUBLISHING COMPANY
PHILADELPHIA

New York

Chicago

Boston

Buffalo



BUTCHER'S Boston Polish

Is the best finish made for FLOORS, Interior Woodwork and Furniture. Not brittle; will neither scratch nor deface, like shellac or varnish. Is not soft and sticky, like beeswax. Perfectly transparent, preserving the natural color and beauty of the wood. Without doubt the most economical and satisfactory POLISH known for HARDWOOD FLOORS.

For Sale by Dealers in Paints, Hardware and House-Furnishings.

Send for our FREE BOOKLET, telling of the many advantages of BUTCHER'S BOSTON POLISH.

THE BUTCHER POLISH CO., 354 Atlantic Ave., Boston, Mass.

Our No. 3 Reviver Is a Superior Finish for Kitchen and Piazza Floors.

Foot Presses

AND

Screw Presses

BUILT BY

The Waterbury Farrel
Foundry & Machine Co.

WATERBURY, CONN., U. S. A.

Wholesale Hardware Directory

Gives Date Established, Capital Stock (if incorporated), Class of Goods Handled, Territory Covered, etc. 12th Annual Edition. **DANIEL T. MALLET, 253 Broadway, New York. Price, \$1.00 Postpaid.**



ROLLMAN CHOPPER

50¢ ~ 75¢ ~ \$1.50

The Best at the Price.

Sample to dealers at wholesale price.

Express prepaid. Catalogue free.

ROLLMAN MFG. CO. MT. JOY, PA.

THE MAN BEHIND THE POST

WORKS THE

Safety Tackle Block Wire Stretcher

WITH PERFECT EASE AND SAFETY.

Order from your jobber or write us.

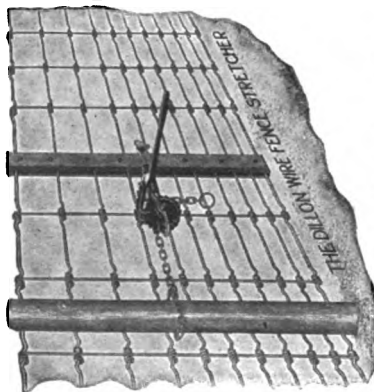
Manufactured by

A. W. Wagner Mfg. Co.,

40 DEARBORN STREET,
CHICAGO, ILL.



Wonderful Multiplication
of Power
DILLON COMBINATION
Stretcher and Hoist



Pulls or lifts 5,000 pounds. Center draft. Stretches fence clear up to post for stapling, easily and quickly attached and released. Can also be used for any purpose for which you would employ



A DIFFERENTIAL CHAIN BLOCK

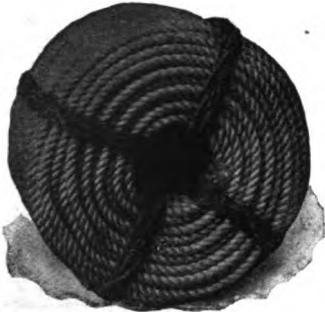
List Price \$5.00

Write for special discount on Stretcher and all kinds of Field, Garden and Poultry Fence to

Northwestern Barb Wire Co.

STERLING, ILL.

Manila and Sisal Rope



We have for prompt shipment a large stock of rope in Chicago.

We can make some low prices.

H. Channon Company.

Chicago.

PATENTED ARTICLES OF MALLEABLE IRON

NEW Pattern Heavy Screw Clamps
— Strongest in the Market —



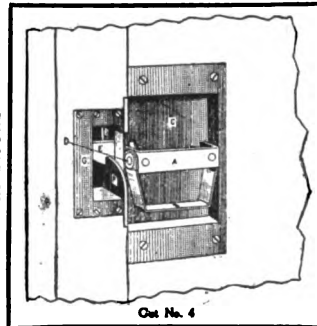
Hammer's Malleable Iron Oilers, 3 sizes
Hammer's Malleable Iron Hand Lamps
Hammer's Malleable Iron Hanging Lamps
Hammer's Adjustable Clamps

For sale by all the principal Hardware Dealers.
Send for Price List.

MALLEABLE IRON CASTINGS of superior quality
and Hardware Specialties in Malleable Iron made to order

HAMMER & CO.
BRANFORD, CONN.

Packed one in a box, complete
with screws



\$4.75
A
DOZEN

RETAILS
EASILY
FOR
50c. to
60c.

This cut shows "Gem" latch in act of closing
with a sliding door. Both sides of latch are
exactly alike.

ARE THERE ANY SLIDING BARN DOORS
IN YOUR VICINITY?

HAVE YOU A GOOD LATCH FOR THESE
SLIDING BARN DOORS—

One that sets in flush on both sides, and at
the same time gives a good hand hold? Note
that handle "B" drops down into the recess per-
fectly flush, allowing the door to slide clear back.

**One that is all steel and as suitable for
swing as for sliding doors?**

DO YOU WANT SUCH?

BUY THE "GEM" OF YOUR JOBBER OR

C. A. PECK HARDWARE & MFG. CO.
BERLIN, WIS.

Makers of Gem Rural Mail Boxes and
Automatic Trucks

Anniston

SASH CORDS

and CLOTHES LINES

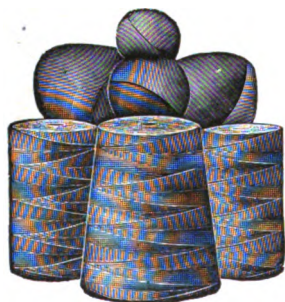
are the standard high quality Cords of America. They sell on sight and stay sold. Progressive dealers find them the most profitable and satisfactory lines on the market.

Also Cordage, Twines and Contractors' Supplies of every description.

GEO. B. CARPENTER & CO.

200-208 S. WATER ST., CHICAGO

Established 1840.



MANUFACTURERS OF
COTTON

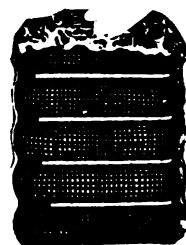


**TWINES, MOPS, WASTE
WICK, SASH CORD, AND CLOTHES LINES**



**ESTES
MILLS**

Fall River, - Mass.



SILVER LAKE

OUR NAME IS STAMPED ON THE CORD

The SILVER LAKE

Solid Braided

Rope, Sash Cord, Railroad Bell Cord, Trolley Cord,
Masons' Lines, Chalk Lines, Clothes Lines, Etc.

Recognized Standard since 1868

Silver Lake Sash Cord is made from fine yarn, perfectly braided and smoothly finished by experienced workmen, thus filling every requirement of a good cord.

The man who knows the good and bad points of all cords buys Silver Lake.

The Best is the Cheapest

The Best is What You Want

Send for our Catalogue

THE SILVER LAKE CO.

78 Chauncey Street, - - - BOSTON, MASS.

**“PLYMOUTH” ROPE****1906**

FOR 82 YEARS THE WORLD'S BEST

1824

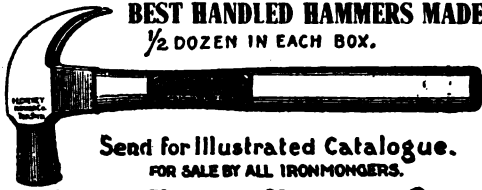
Eighty-two years is a long time for a business to live and grow. That our business has done that and is *still growing* is proof positive of at least one thing. That is that “Plymouth” goods are *right* in every particular. The people who realize this are keeping our machinery moving lively, and others are finding it out daily.

“Plymouth” goods are always uniformly high grade and the conditions of manufacturing and marketing are such that they are also in reality cheaper.

Don't bother with poor rope—“Plymouth” means “economy for the user, satisfaction for the dealer.” Write us and we will tell you how to get our rope quickly and conveniently.

**Plymouth Cordage Co.****382 Court Street****North Plymouth - - Mass.**

In answering advertisements it is desirable that you mention *HARDWARE DEALERS' MAGAZINE*.



BEST HANDLED HAMMERS MADE
 1/2 DOZEN IN EACH BOX.

Send for Illustrated Catalogue.
 FOR SALE BY ALL IRONMONGERS.

Henry Cheney Hammer Co.
 LITTLE FALLS, N.Y., U.S.A.

ADZ-EYE NAIL HAMMERS
Machinists' Hammers, Tinnerns, Blacksmith,
Farriers, Riveting.



Just as the word sterling
 antee of quality the mark
 is a guarantee of value.



on silver is a guar-
 on a Fishing Rod

MADE ONLY BY
CLARK-HORROCKS CO., Utica, New York



IMPROVED Quick and Easy Rising Steam,
Electric and Hand Power

ELEVATORS

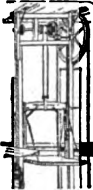
KIMBALL BROS.

900 Ninth Street, Connell Bluffs, Ia.

SEND FOR CIRCULARS

Kimball Elevator Co., 139 Vincent St., Cleveland, O.

Branch Offices { 20 Cedar St., New York
 108 Eleventh St., Omaha



"Columbian" and "Eureka"

Manila and Sisal
ROPE



Oil Well Cordage
Transmission Rope
Hay, Hide and Bale Rope
Tarred Lath and Fodder Yarn
Jute and American Hemp Twines

Agencies in All Principal Cities

Columbian Rope Co.
AUBURN, N. Y.

Our Catalog on

Freight **Elevators**

Is yours for the asking.

Union Elevator and Machine Co.

144-6 Ontario Street, - - CHICAGO

SNOW FLAKE AXLE GREASE

TRADE MARK

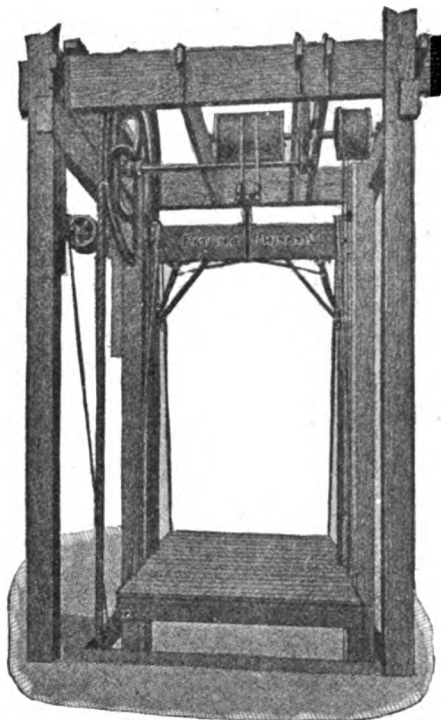
The Grease to Buy The Grease to Sell
The Grease to Use

THE SNOW FLAKE AXLE GREASE CO.

MANUFACTURERS

FITCHBURG, MASS.

New Light on an Old Subject



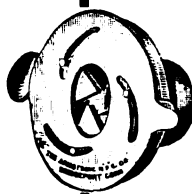
CENTER LIFT HAND ELEVATOR.

To Hardware Dealers

Do you know that you can install a Hand Power Elevator of our make yourself without expense except the services of an ordinary mechanic? Just think what we save you. Our elevators are dependable and safe, they are made wholly in our own factories and thoroughly tested by experts. They are noiseless, easily operated and absolutely will not bind on the guides. Send to-day for booklet No. 24.

THE EATON & PRINCE COMPANY,
CHICAGO, ILL.

An Adjustable Bushing



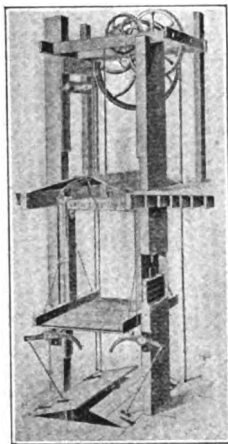
Saves all the trouble of separate bushings for each size of pipe. Centre's the pipe instantly by a simple twist of the cam-plate. Made for all sizes of Genuine Armstrong Die Stocks.

Sold separately from the stock.

A very, very useful device.

Write for catalogue and prices.

5/8 Armstrong Mfg. Co.
291 Knowlton St., Bridgeport, Conn.



ELEVATORS

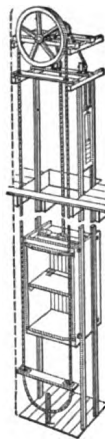
AUTOMATIC HATCH DOORS DUMB WAITERS

And all Appliances
for Same

Manufactured by

**O'Neill
Elevator Co.**

928 Cherry Street,
PHILADELPHIA, PA.
Send for Catalog



Dumb Waiters AND Hand Elevators

Of the Most Improved Auto-
matic Construction

Trunk Lifts, Invalid Lifts, Carriage Ele-
vators, Sidewalk Elevators, Freight
Elevators, Hatchway Hoists.

**SEDGWICK
MACHINE WORKS**

84, 86, 88 Carroll Street,
POUGHKEEPSIE, N. Y.

128 LIBERTY ST., NEW YORK

Catalog on Application. Estimates
on Request



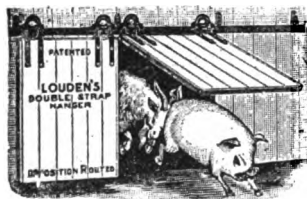
**GET POSTED! YOU WILL GET CALLS
FROM YOUR CUSTOMERS**

DORN'S PATENT

REVOLVING MITRE BOX

SEND FOR PRICES

Braunsdorf-Mueller Co., 1095 East Grand St.
ELIZABETH, N. J.

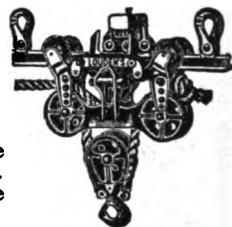


LOUDEN GOODS

Hay Carriers, Hay Forks, Hay Slings
Hay Rack Irons.

BARN DOOR HANGERS

Feed and Litter Carriers, Self Opening Ice
Tongs, and other Hardware Specialties.
"Positively no goods sold to Catalogue
Houses." Send for Catalogue.



LOUDEN MACHINERY CO.

Fairfield, Iowa

Wholesale Hardware Directory

Gives Date Established, Capital Stock (if in-
corporated) Class of Goods Handled. Terri-
tory Covered, etc. 12th Annual Edition.

DANIEL T. MALLET,

253 Broadway, - - NEW YORK

Price, \$1.00, Postpaid.

AMERICAN TOOL CHEST CO.

FACTORY AND SALESROOM,

200 West Houston St., NEW YORK, U. S. A.

TOOL CHESTS; all sizes, complete with tools,
for Boys, Youths, Gentlemen, Farmers, Rail-
roads and Carpenters' use; also Tool Cab-
inets, Machinists', Electricians' and Pipe
Fitters' Empty **TOOL CHESTS.** Agents
for Steel Tool Chests.

SEND FOR LATEST CATALOGUE

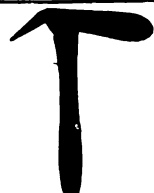


WOOD'S ICE TOOLS GIFFORD'S ICE ELEVATORS GIFFORD-WOOD CO.

ARLINGTON, MASS.

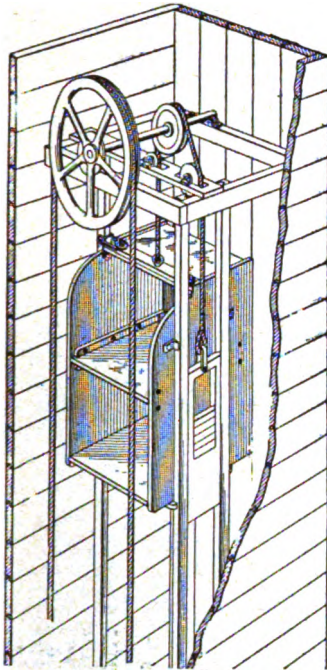
Send for Catalog

HUDSON, N. Y.

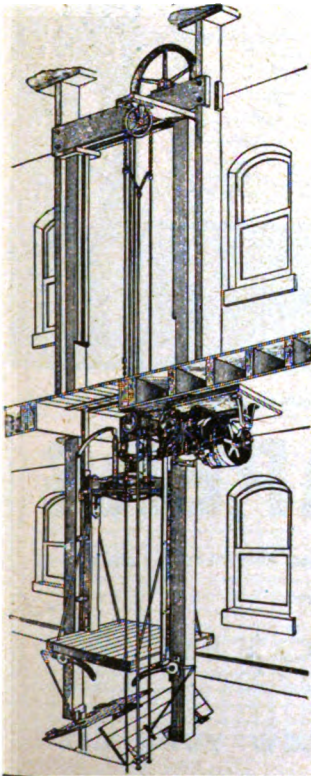
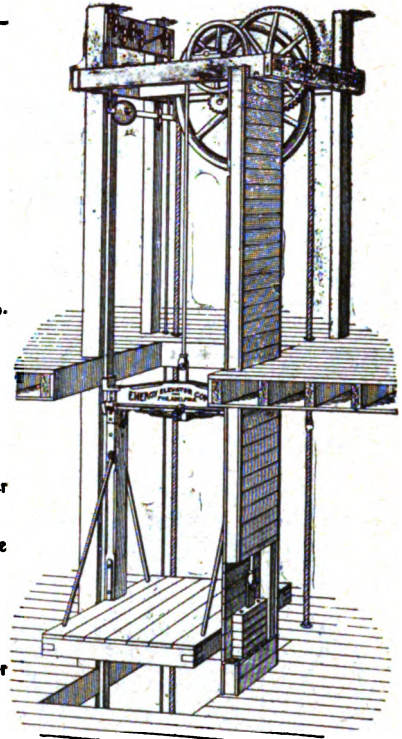


In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE.**

We shall be glad to send you Catalog describing

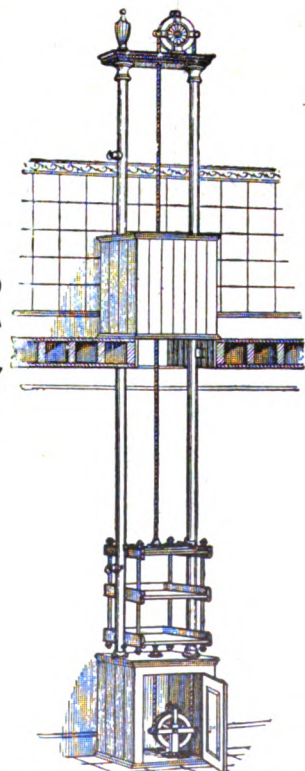


The Little Beauty
Dumb-Waiter
The Rapid Transit
Dumb-Waiter
The Energy Dumb-
Waiter
The Little Giant Dumb-
Waiter
The Side Post Hand
Elevator
The Back Guide Hand
Elevator
Hand Power Passenger
Elevator
Carriage or Warehouse
Elevator
Belt Power Elevators
Basement Lifts
Power Attachments for
Hand Elevators



ENERGY ELEVATOR COMPANY

406 Cherry Street
Philadelphia, Pa.
U. S. A.



In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

BUY POULTRY NETTING, WINDOW SCREEN CLOTH, ELECTRICALLY-WELDED
WIRE FABRICS, WIRE MATS, OR

ANYTHING MADE FROM WIRE,

From the manufacturer who guarantees the quality and can ship the goods when required.
We manufacture every description of WIRE CLOTH, NETTING, FENCING and PER-
FORATED METAL, including the following specialties:

"CLINTON" BRAND

Painted, Figured and Landscape Cloth
Fire-Proof Wire Lath
Electrically-Welded Wire Fabrics

"SILVER FINISH" BRAND

Window Screen Cloth
Poultry Netting
Galvanized Cloth

Our "POMPEIIAN" BRONZE Window Screen Cloth requires no paint or varnish, will not rust and is
unexcelled in durability and finish. Ask your hardware dealer for these goods.

Manufactured only by

CLINTON WIRE CLOTH COMPANY


Clinton, Mass.

Boston

New York

Chicago

San Francisco



Buffalo Wire Works Co.,
BUFFALO, N. Y.



THE CHAPIN-STEPHENS CO.
Union Factory.
Estab. 1826
PINE MEADOW, CONN., U.S.A.

BUILDING PAPERS

A line of all grades suitable for the Hardware and Building Trades

Write for **SAMPLE BOOK** and prices

C. B. HEWITT & BROTHERS

HEADQUARTERS FOR HARDWARE WRAPPING PAPERS
AND WOODWORKING GLUES

48 Beekman Street

NEW YORK CITY

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

PEARL WIRE CLOTH

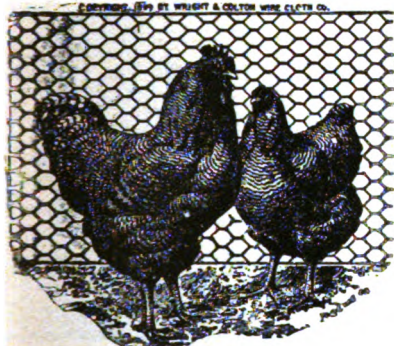
Wears four to five times longer than painted window screen cloth.

All genuine has copper wire selvages.

MANUFACTURED BY

THE GILBERT & BENNETT MFG. CO.

GEORGETOWN CONN. - NEW YORK - CHICAGO - KANSAS CITY



WRIGHT WIRE COMPANY 219 KINZIE STREET
CHICAGO
WORCESTER, MASS. Makers of

WIRE CLOTHES LINES

WRIGHT WIRE CO.

WIRE LOCKERS

of every description.

WIRE of all kinds, POULTRY NETTING, WIRE CLOTH, STAPLES, RIDDLES, COAL SCREENS, WIRE GUARDS, BANK and OFFICE RAILINGS, ELEVATOR CABS and ENCLOSURE and other Wire Goods.

The Old Reliable—Always Satisfactory

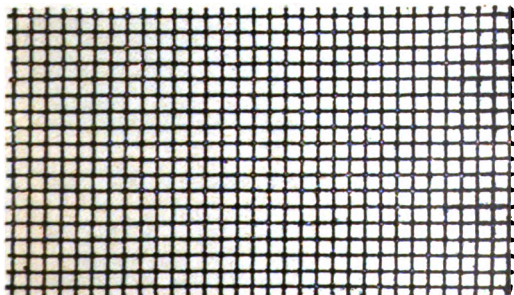


Poultry Netting
Farm and Lawn Fencing
Window Screen Wire Cloth
Coal Screens

All kinds of Wire Cloth—From all kinds of wire

THE NEW JERSEY WIRE CLOTH COMPANY

TRENTON, N. J.



WHY NOT BUY DIRECT

OF THE MANUFACTURERS

Galvanized Hex Nettings

Wire Cloth, all kinds

Fly Screen Cloth, Painted, Galvanized or Bronze.

Screens,

Coal, Ore or Sand.

Riddles

Hardware, Foundry and Coal.

Quality right, Prices right. Write for them

THE LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO., U. S. A.

WINDOW SIGNS



A Specimen Transfer Window Sign.

We make the attractive, easy-to-mount kind demanded by the dealer.

The kind that ornaments the door or store front as well as advertises the goods handled by the retailer.

Our method pays both manufacturer and dealer alike, nothing so good as our

READY TO MOUNT SIGNS

(Paint and Gold Effects)

Successful Salesmen Should Never be Without Them

Samples, Prices and Original Designs Submitted Free

154-158 Lake
Street

U.S. DECALCOMANIA CO.

CHICAGO

The long experience of its management is at your disposal

THE TURNER-WHITE



No. 38 BONANZA

HOTTEST ON EARTH

SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED

ORIGINAL MAKERS OF

Brass Tank Torches and Furnaces

No. 38 - Bonanza Furnace, . . . Price, \$5.75 net.
No. 39 - One size smaller, . . . " 4.50 net.
Jobbers sell at factory prices.

THE TURNER BRASS WORKS

61 Franklin Street . . . CHICAGO

SHELBY SEAMLESS STEEL TUBING

Greatest Strength - Least Weight
Saves using Solid Stock.

SEND SPECIFICATIONS - WE QUOTE PRICES.

SHELBY STEEL TUBE CO. General Sales Office PITTSBURG, PENN.
BRANCH OFFICES - NEW YORK - CHICAGO.



BOX STRAPPING of all kinds

BOX CORNER FASTENERS, SEALS, ETC. Write for Samples, Catalog and Discounts
STANDARD METAL STRAP COMPANY, 536-542 East 38th Street, NEW YORK



In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.



Beware of infringing goods of short measure.

CARY'S Universal Box Strapping

Also manufacturers of all kinds of Wire Box Strapping, Corner Fasteners, Etc.

CARY MANUFACTURING CO.

19 and 21 Roosevelt St., NEW YORK

Cable Address: "CARLEIO"

Telephone: 1445 FRANKLIN

STERLING HACK SAW BLADES

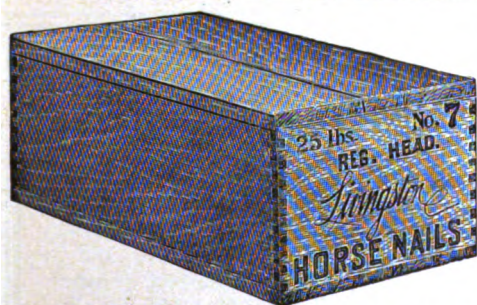


ANY SALESMAN

can sell just "what is called for," a good sales-

man will push a better article costing less money—making more money for his firm—Sterling Hack Saws Pay.

DIAMOND SAW & STAMPING WORKS,
357 7TH ST. BUFFALO, N.Y.



The name stands for perfection in Horse Nails
LIVINGSTON NAIL CO.,
104 Reade Street, New York

The
"VICTOR"



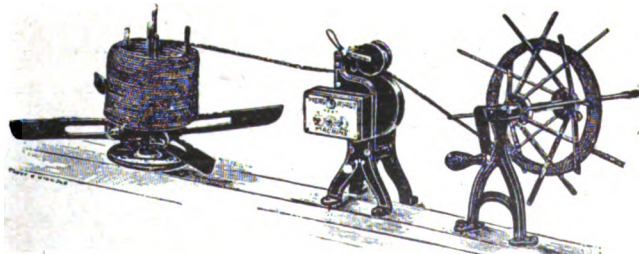
Write to-day for samples
MASSACHUSETTS SAW WORKS
CHICOPEE, MASS.

IF YOU SELL WIRE YOU NEED THESE HELPS

Sold separately or in sets.
Each article is strong and durable, and is especially designed for use in Hardware and Electrical Supply Stores.

**Write for Illustrated
Circulars and
Special Price**

J. JONES & SON,



Folding Adjustable
Wire Reel

Wire
Measurer

Wire
Winder

62 Vesey Street, New York

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE.**

*Quality
Sells*

WHEN HENRY DISSTON WAS ASKED THE QUESTION:

"WHAT DO YOU PUT IN YOUR SAWS?"

HE REPLIED:

"GOOD STEEL AND HONEST WORK."

UPON THIS FOUNDATION IS BUILT DISSTON QUALITY.



"IF YOU WANT A SAW IT IS BEST TO GET ONE WITH A NAME ON IT THAT HAS A REPUTATION. A MAN WHO HAS MADE A REPUTATION FOR HIS GOODS KNOWS ITS VALUE AS WELL AS ITS COST AND WILL MAINTAIN IT."

**ESTABLISHED
1840**

**HENRY DISSTON & SONS, Inc.,
PHILADELPHIA, PA.**

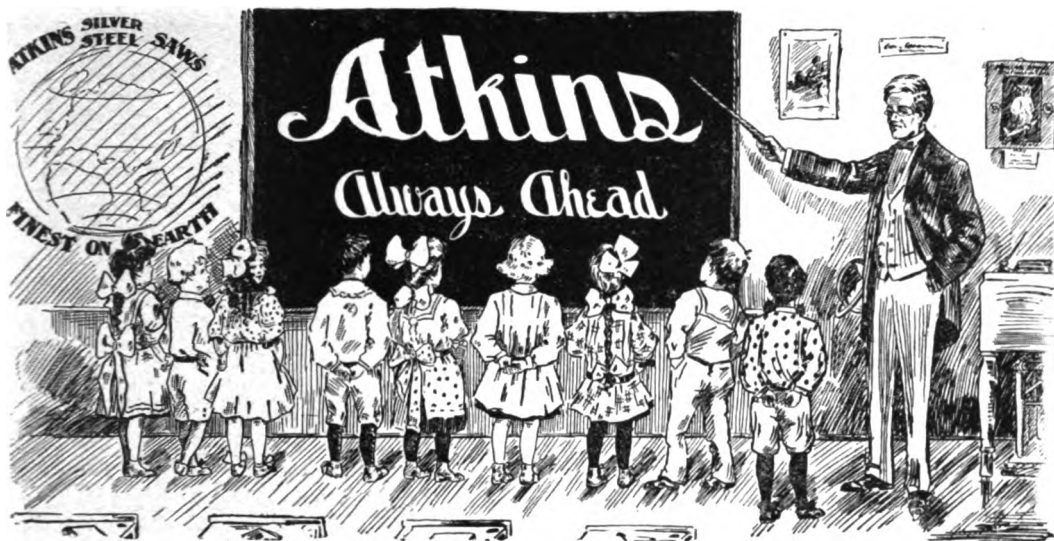
UNIVERSAL Hack Saws are not high-priced. They're sold at a fair price, considering their great durability, and the greater service they give.

There's a good margin in their sale for you—and in addition, the fact that you sell UNIVERSAL Hack Saws is a strong advertisement for you and the other lines you sell.

Let us tell you *why* UNIVERSAL Hack Saws are better, and *why* they last longer.

We'll also quote discounts.

**West Haven Manufacturing Company,
NEW HAVEN, CONN.**



Teacher—What is the first letter in the alphabet?

Scholar—A, sir.

Teacher—What does it stand for?

Scholar—For Atkins, sir.

Teacher—Why Atkins?

Scholar—Because Atkins is always ahead.

Teacher—Who is Atkins?

Scholar—E. C. Atkins & Co., the largest manufacturers of SAWS in the world.

Teacher—Where are they located?

Scholar—At Indianapolis, Ind., where they have a big factory, employing 1200 men. They also have ten branch houses and agencies all over the world.

Teacher—Was Atkins always such a big concern?

Scholar—No, sir. Mr. E. C. Atkins started in a very small way just 50 years ago.

Teacher—What has made the business grow so great?

Scholar—Because they have made the "Finest Saws on Earth" and always tried to treat their patrons right.

Teacher—What kind of SAWS do they make?

Scholar—All kinds—circular, band, cross-cut, drag, wood, gang, hand, butcher, back, and every other kind.

Teacher—What are Saws good for?

Scholar—Cutting up all sorts of timber and lumber, and are used in saw mills and factories and for hand work and by lumbermen and carpenters.

Teacher—What quality of Saws does it pay to buy?

Scholar—Only the best, with the manufacturer's name on them.

Teacher—Whose Saws are best?

Scholar—The Atkins Saws are "Finest on Earth," being made of their famous SILVER STEEL, tempered with gas by a secret process, and the workmanship of the most skilful throughout.

Teacher—How about the price?

Scholar—Other makers of Saws sell cheaper, but the Atkins are the cheapest in the long run, because they last longer and give better service than any others.

Teacher—That will do for to-day. You are to receive a full credit mark for your correct answers regarding Saws.

E. C. ATKINS & CO. INC.

The Silver Steel Saw People

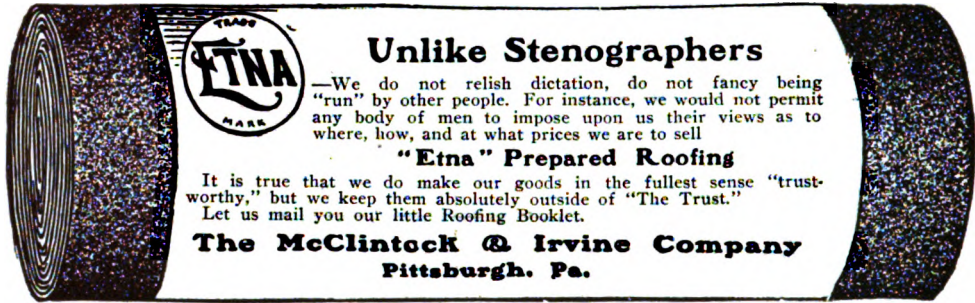
Home Office and Factory:

Indianapolis, U. S. A.

Branches:

NEW YORK CITY, CHICAGO, SAN FRANCISCO,
MINNEAPOLIS, NEW ORLEANS,

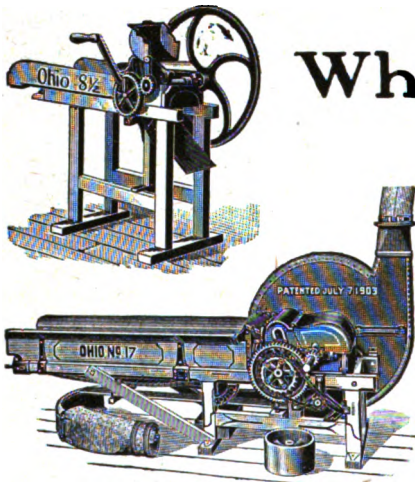
Portland, Seattle, Atlanta, Memphis, Toronto



Unlike Stenographers
 —We do not relish dictation, do not fancy being "run" by other people. For instance, we would not permit any body of men to impose upon us their views as to where, how, and at what prices we are to sell

"Etna" Prepared Roofing
 It is true that we do make our goods in the fullest sense "trust-worthy," but we keep them absolutely outside of "The Trust."
 Let us mail you our little Roofing Booklet.

The McClintock & Irvine Company
 Pittsburgh, Pa.



Why the "OHIO" Appeals to The Dealer

So many good features to talk about makes it a quick, easy seller.

Every wanted size from smallest of hand Cutters on up by easy steps to power Cutters and Blowers of 30 tons capacity per hour.



Its simplicity of construction means easy running. No other machine built can offer such immense capacity with such minimum power, or can stand up under such long and severe service.

Our catalog is yours for the asking. Just ask.

THE SILVER MFG. CO., 519 Broadway, SALEM, OHIO.



WE ARE "TOUGHS"

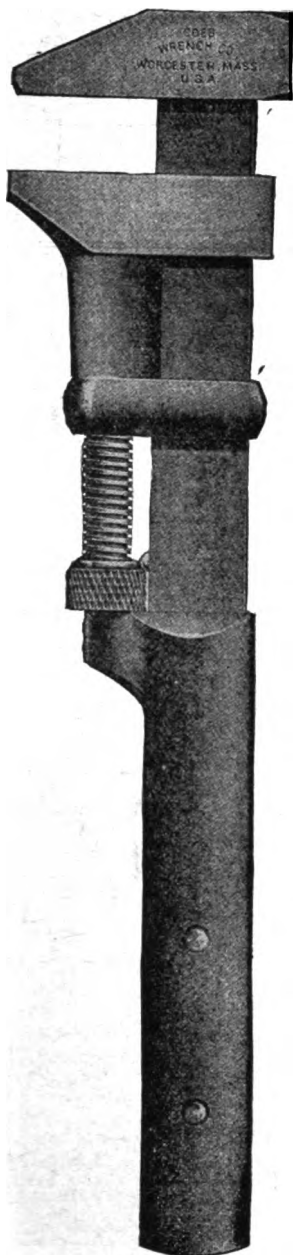
—rank failures perhaps on a purely ornamental basis, no graces in our build, no shine in our finish—but listen.

Wherever the "swell" Oil Can "dies young," soon "caves in," and quickly "plays out," there's where I get a job and "hold it down."

Sheet-Steel, hard brazed seams, all "frills" omitted, just for use and "ab-use."

Have a gallery of my family portraits?

The McClintock & Irvine Co.
 Pittsburg, Pa.



When it Comes Right Down to
Good, Strong, Well Made
Wrenches There's Nothing Like

Trade
Coes' "Knife-Handle" and
Mark

Coes'  "Steel
Handle."

You machinists, steam engineers, and all who operate machinery know the value of STABILITY in a wrench and most of you know where to find it—in the Coes Wrench. Coes makes two wrenches—the Genuine "Knife-Handle" Wrench and the New '91 "Steel Handle" Wrench. Each wrench is made for special service, and each fills that service admirably. Coes' "Knife-Handle" Wrench is THE Wrench for all ordinary use, and its adoption by the best shops proves its superiority. It is a wrench of few parts, simple and compact—the handle is the hardest of hard wood, mechanically secured at each end and reinforced at the center by a strong steel rivet—no splitting, no coming apart. This Wrench has a hardened Steel Bar and Jaw, Steel Castings in the Handle, Steel Hardened Screw, Rivet and Key, and is so thoroughly and strongly constructed that when the day's work is over it is always ready for more work. It is THE wrench for machinists—every time and all the time. Engineers, Miners, Brewers, all of you who cannot use wrenches that are affected by heat, moisture, or acids, here's Coes' All Steel Nut Tackler, and 'twill serve you well. This New Wrench of Coes is a corker—it's got to be to stand hard knocks. This Wrench is made to turn NUTS off, not the corners; an Extended Screw Support makes it almost impossible to do that. Most Steel Wrenches have a place for dirt to lodge—no place on the "Coes," a Ball Bearing Screw keeps it out. The Handle, an All-Steel Case, is fitted over the Shank and secured by two Steel Rivets and by upsetting the tip of the bar in the taper hole at the end of the handle. It's a strong wrench from every viewpoint—you'll never wear it out. These two Coes

Wrenches are sold at the lowest price at which the best made wrenches can be sold—steer clear of wrenches patterned after them and sold for less money. The substitute may look good, but it's the QUALITY that counts—"Coes" quality is a known quality. Ask for our Wrench Literature.

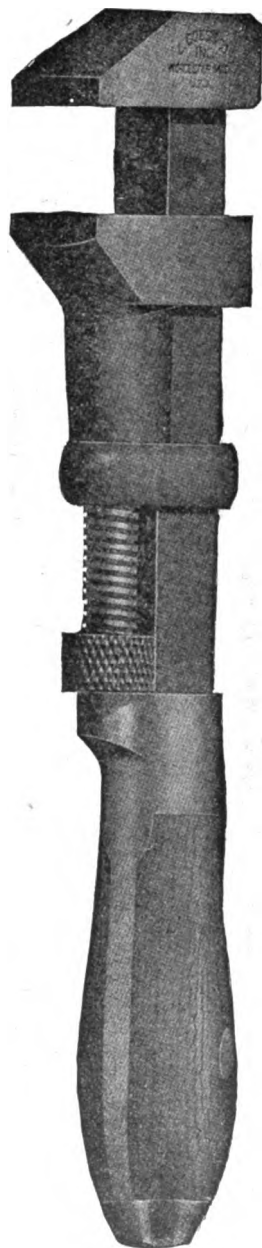
COES WRENCH COMPANY

Worcester, Mass.

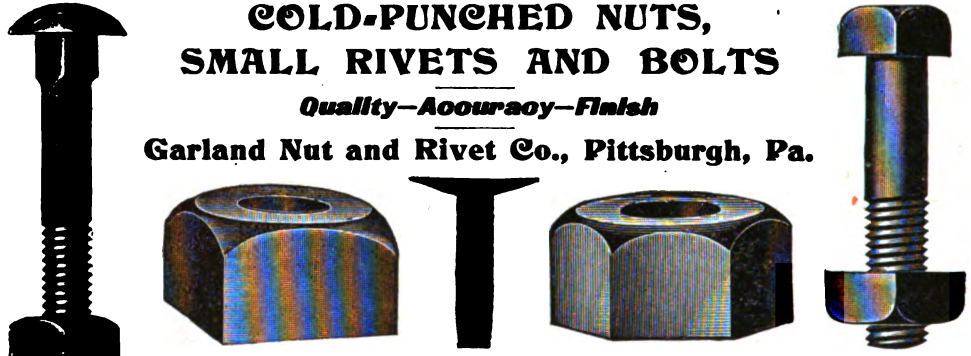
SELLING AGENTS:

J. C. McCarty & Co., 10 Warren St., New York

J. H. Graham & Co., 113 Chambers St., New York




**COLD-PUNCHED NUTS,
SMALL RIVETS AND BOLTS**
Quality—Accuracy—Finish
Garland Nut and Rivet Co., Pittsburgh, Pa.



G. C. & E. P. TOWNSEND CO.
NEW BRIGHTON, PA.
MANUFACTURERS OF
**RIVETS, WIRE
AND WIRE NAILS.**



**PIPE, MONKEY
WRENCH AND
PIPE CUTTER**



Patented
March 3rd, 1903.
August 9th, 1904.

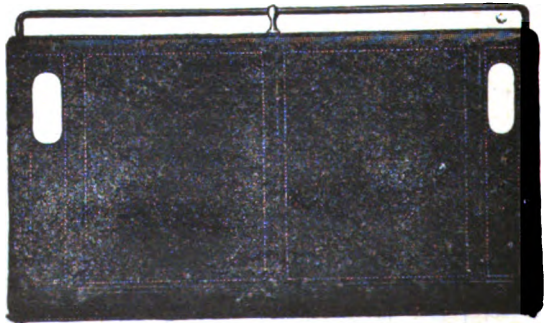
all combined in The "MASTERPIECE"
Wrench. Each tool can be used separately.
Pipe Grip is instant and positive—holds
pipe firmly without crushing—releases
quickly without wedging. Pipe can be
placed or replaced in V of Wrench by running nut or sleeve back only one turn. Wheels being eccentric
cut easily and rapidly. Parts interchangeable. 150 Largest Jobbers selling them. Send for Catalog and
Prices.

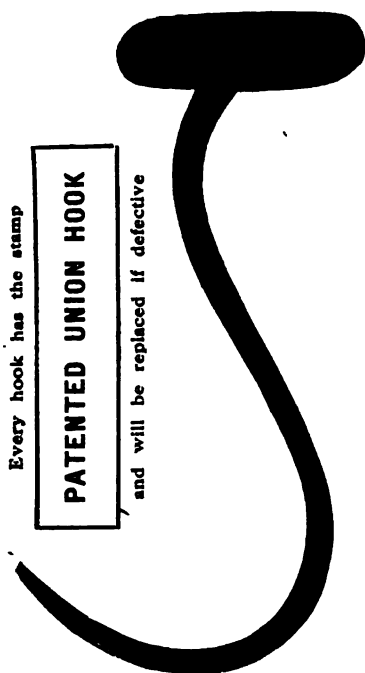
BONNEY VISE & TOOL WORKS, Inc., 3011-3015 Chestnut St., Philadelphia, Pa.

**McKINNON DASH
COMPANY, BUFFALO, N. Y.**
Troy, O. Cincinnati, O. St. Catharines, Ont.

DASHES, FENDERS

**ROLL UP STRAPS AND
PROP BLOCK WASHERS**





Every hook has the stamp

PATENTED UNION HOOK

and will be replaced if defective

UNION BOX HOOKS

Correct Balance, Perfect Shape,
Points tempered and ground.

**MADE OF ONE PIECE OF
DROP FORGED STEEL**

HANDLES Wood handles are inserted in pockets in the steel handles, making an oval shape to provide a **perfect grip**. Steel handles are enlarged at each end, making **hammer faces**.

WRITE FOR CIRCULAR

Patterson, Gottfried & Hunter,
Limited

MACHINERY, METALS, HARDWARE, TOOLS and SUPPLIES

146-150 Centre St., cor. Walker, NEW YORK

STANDARD TWIST DRILLS



Why not sell drills that can substantiate
their claim of

**Highest
Quality**

THE STANDARD TOOL COMPANY,

CLEVELAND
NEW YORK

THE CALL
is for **PORTER'S**
"EASY" and "NEW EASY"



**BOLT
CLIPPERS**
(The Trade Protected)

H. K. PORTER, Everett, Mass.

KEYSTONE BRAND

The only properly

Galvanized Nails

on the market

Made only by

KEYSTONE NAIL CO., Inc.
PHILADELPHIA, PA.



This Wrench can be furnished with long Nut or Sleeve.

COMBINATION WRENCH.

Case-Hardened Throughout. Parts Interchangeable. Head Bar and Shank forged from one solid piece.

This wrench not only combines the superior qualities of a Gas Pipe Wrench, but also all the requisite combinations of a regular Nut Wrench, thus making a combination which has no equal.

AN ADJUSTABLE "S" WRENCH

that's just O. K. for working in tight places. Easily adjusted by the thumb of the hand that holds it. Has great strength and wide adaptability.



In materials and workmanship 'tis up to the Bemis & Call standard. Get the Wrench Book for details. For circular and prices address,

BEMIS & CALL HARDWARE AND TOOL CO.
SPRINGFIELD, MASS., U. S. A.

The COMMON SENSE WINDOW CLEANER

SEE THAT SPRING?

It makes all the difference between a good tool and a poor one.



We use the Best Rubber, too, and the goods are nicely finished

ACCEPT NO SUBSTITUTES

Of All Jobbers

F. H. SMITH MFG. CO.

18-30 W. Randolph St.
CHICAGO, U. S. A.

Time and Money Maker

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

A time-saver and money-maker for both dealer and user. Requires *less time to sell*, as its admirable points speak for themselves.



Saves the user's time, because it *will adjust to any position*, making itself *adaptable to the most awkward places*. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

STRONG INDUCEMENTS TO THE TRADE

**Best Cast Steel
Handy and Compact**

Write for Prices and Discounts.

A. J. WILKINSON & CO.

180-188 Washington Street, Boston, Mass.

"J-M"

ROOFING

A Quick Seller

Is it not reasonable to claim that a Roofing made from an indestructible mineral; that possesses the highest fire resisting properties; that is absolutely weather, moisture and water-proof, wind resisting and not affected by extremes of temperature, is a quick seller; especially when it is extensively advertised?

"J-M" is just such a Roofing.

A trial order will prove it.

Write nearest Branch for Samples and Particulars

H. W. JOHNS-MANVILLE CO.

Manufacturers of Asbestos and Magnesia Products, Asbestos Roofings, Packings, Electrical Insulating Materials, "Noark" Fuse Devices, Electric Railway Supplies, Etc.

New York
Milwaukee
Chicago
Boston

Philadelphia
St. Louis
Pittsburg
Cleveland

New Orleans
Kansas City
Minneapolis
Dallas

San Francisco
Los Angeles
Seattle
London

212

The Original Old Style Method

of making Terne Plates was known as the



PROCESS

because MF Roofing Tin was the first practical metal-roof-covering ever made. The process is the same to-day as it was then, and the plates are just as even in gauge, thoroughly coated and easily worked. Therefore, when a property owner or roofer specifies MF Ternes, he can rest assured he is getting the best to be had.

When ordering, keep in mind the fact that the MF Process is the oldest Old Style Process in existence, and that MF Roofing Tin cannot be excelled, regardless of how long you search. Write for our booklet "From Underfoot to Overhead"—it's interesting, and costs you nothing.

**AMERICAN
SHEET & TIN PLATE
COMPANY**

FRICK BUILDING,

PITTSBURGH, PA.

Leading since 1885



Steer Clear

of Unbranded and Spurious Imitations. SEE that

"NEVER BREAK"

is stamped on the handle.

Insist on getting the **Genuine**.

Don't buy with your eyes shut.

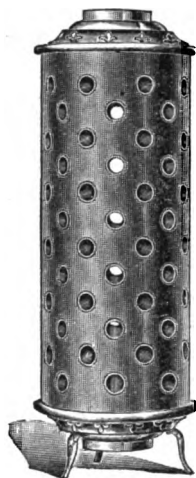
Postal Card brings Catalogue and prices of Steel Ware and Shovels

The Avery Stamping Co.
Cleveland, Ohio

Save $\frac{1}{2}$ Your Fuel

BY USING THE

ROCHESTER RADIATOR



Satisfaction guaranteed or money refunded. Over 100,000 of them in use.

Fits any stove or furnace. Price, from \$2.00 to \$12.00.

We make the original and genuine "Rochester Radiator."

We do not sell to Catalogue houses.

We refer all inquirers to you from your town, when you carry a stock of our Radiators.

We guarantee our Radiators not to interfere with or choke the draft: they are easily cleaned.

One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater with perpendicular tubes.

Write for descriptive Catalogue and prices.

ROCHESTER RADIATOR CO.,

145 Furnace St., Rochester, N. Y.

Augers and Auger Bits

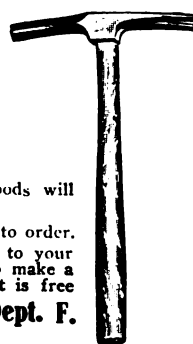


Highest quality. Complete Assortment.

Let us talk prices with you.

GREENLEE BROS. & COMPANY,

Rockford, Ill.



TACK HAMMERS

Of the most approved styles and finely finished. If you give us the first order the goods will make you one of our regular customers.

WOOD HANDLES.

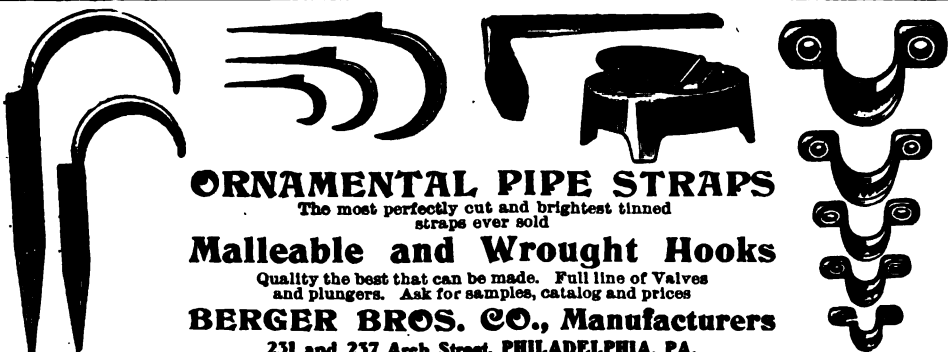
We make all kinds of wood hammer and hatchet handles and special woodturning to order.

You should add our **HANDY SELF-CLEANING HOE** to your Hardware line, they are the finest yet and a good seller. We also make a complete line of Hardware Specialties. Send for our catalogue—it is free upon request.

ROCK RIVER MFG. CO., Dixon, Ill. Dept. F.



In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.



ORNAMENTAL PIPE STRAPS
The most perfectly cut and brightest tinned straps ever sold

Malleable and Wrought Hooks
Quality the best that can be made. Full line of Valves and plungers. Ask for samples, catalog and prices

BERGER BROS. CO., Manufacturers
251 and 257 Arch Street, PHILADELPHIA, PA.

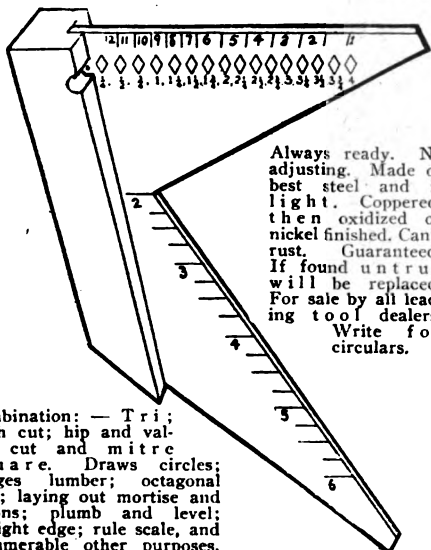
THE NEW UNIVERSAL SQUARE (NEW STYLE)

Made in Three Sizes

No. 6, 6 ins.

No. 10, 10 ins.

No. 13, 13 ins.



Always ready. No adjusting. Made of best steel and is light. Coppered, then oxidized or nickel finished. Can't rust. Guaranteed. If found untrue will be replaced. For sale by all leading tool dealers. Write for circulars.

Combination: — Tri; pitch cut; hip and valley cut and mitre square. Draws circles; gauges lumber; octagonal cuts; laying out mortise and tenons; plumb and level; straight edge; rule scale, and innumerable other purposes. To operate you simply reverse it from side to side. It marks $\frac{1}{8}$ " on one side and $\frac{1}{4}$ " on the other.

THE DUBY & SHINN MFG. CO., Inc.
OFFICE AND WORKS: 34 E. 29th St., NEW YORK CITY



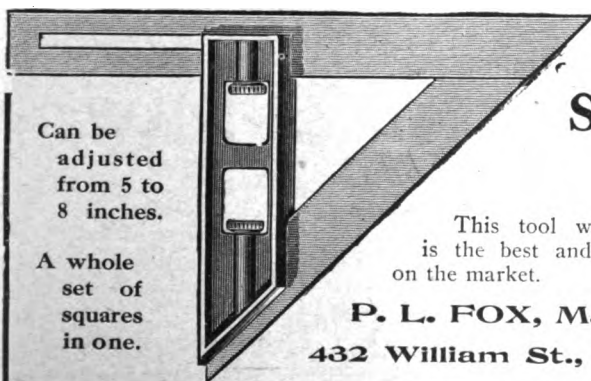
THE AJAX SELF WITHDRAWING WOOD BORING MACHINE
does not require a special auger Will bore to any depth: strong and durable. All important parts of malleable iron. -- Sold by the wholesale hardware trade

AJAX MANUFACTURING CO.
PITTSBURGH, PA.

Manufacturers of the Ajax and Phillips Wood Boring Machines. Standard and I.X.L. Saw Gummies. Collins Self Feed and Dudgeon. Style Tube Expanders, Cutters, Swages, etc.



L. D. BERGER
59 N. SECOND ST.
PHILADELPHIA, PA.



Can be adjusted from 5 to 8 inches.

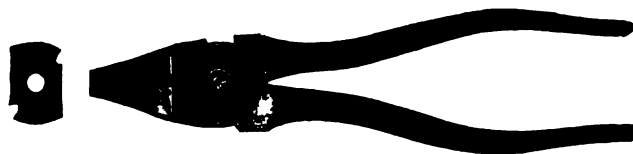
A whole set of squares in one.

The Fox Square and Miter Improved

This tool with sliding and detachable blades is the best and most complete square and miter on the market.

P. L. FOX, Manufacturer,
432 William St., BRIDGEPORT, CONN.

WIRE CUTTERS AND GAS PLIERS



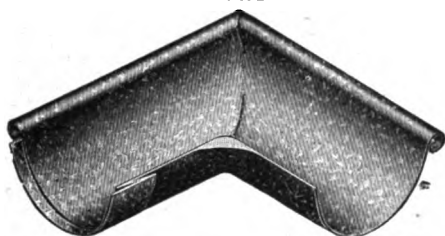
Hayden's Patent Combination. Drop forged steel throughout. Cutters are interchangeable, easily adjusted, and are made of the best Tool Steel, a very serviceable tool, and a very salable one.

MADE BY

THE BILLINGS & SPENCER CO., Hartford, Conn.

THE IMPROVED ONE PIECE MITER

Patented



No more broken corners, no more stopping to make over or brace the commercial miter, a great saving in labor. Nothing but the very best galvanized iron is used. Made standard sizes in either single or double bead, lap or slip joint, inside or outside turn, are more roomy at the bend. Cheaper and better than any miter made.

Any other miter of similar construction is an infringement.

Manufactured by

J. E. Whitacre Mfg. Co., Rockford, Ill.



THE VANDEGRIFT WOOD HANDLE SCREW WRENCH

Hardwood Handle, parts fitted to stay, will not crack or break. Lower Jaw and Handle Shank of one solid piece, with machine steel studs inserted clear to base. Will outlast any ordinary wrench. Write for sample.

THE VANDEGRIFT MFG. CO., Shelbyville, Ind. New York Office, 206 Broadway.

Genuine Barnes



8 SIZES, CUTTING
1-8 TO 12 INCH PIPE

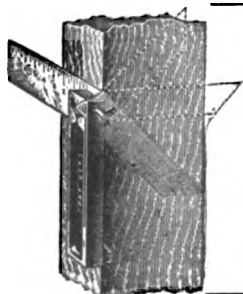
Made solely by

THE BARNES TOOL COMPANY, New Haven, Conn., U. S. A.

THREE WHEEL PIPE CUTTERS



Send for
Catalogue "E"



SOMETHING NEW

Ideal Bevel—Try Square

This tool is a combination of a bevel and try square. By its use the carpenter saves time in not having to lay down one tool and pick up another; he also saves the price of one tool. By closing bevel blade in handle you have regular try square.

NICHOLLS MFG. CO., Ottumwa, Iowa

AT LAST! A DOCK CUTTER that Does the Work.



The Center Prong spears and splits the root while the wings of the "W" hold the root to the four cutting edges: it cannot get away. Stones don't dull it. Easily sharpened.

Farmers have long wanted a *good* tool that would kill Thistles and Docks. You have no doubt had numerous calls for them.

Here is one that just fills the bill to a "T."

It is the *only* tool made that does cut easily and cleanly and is *just right*. Show it to farmers. They will see its good points quickly, and

They will buy it.

It sells for one dollar.

Nice profit in it for you, Mr. Dealer.

"Order from your Jobber." If he cannot supply you, kindly write to us.

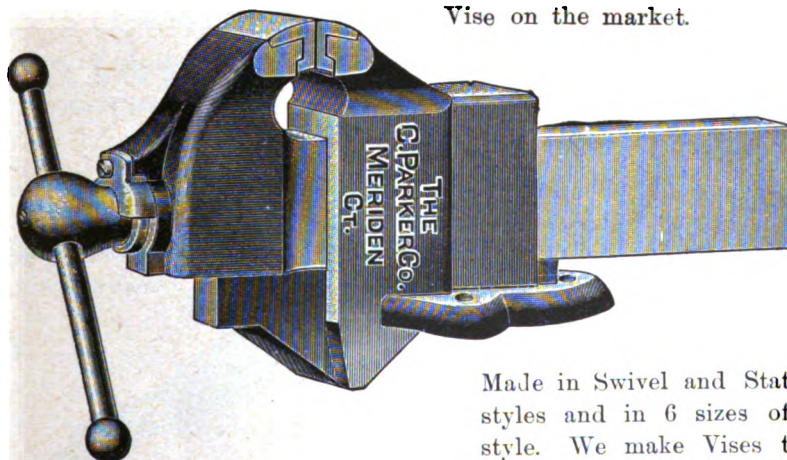
AMERICAN FORK & HOE CO.,

CLEVELAND, OHIO.

THE BEST AND LATEST IN VISES

The Parker Reinforced Slide

Solid Steel Bar running entire length of slide, making it the strongest Vise on the market.



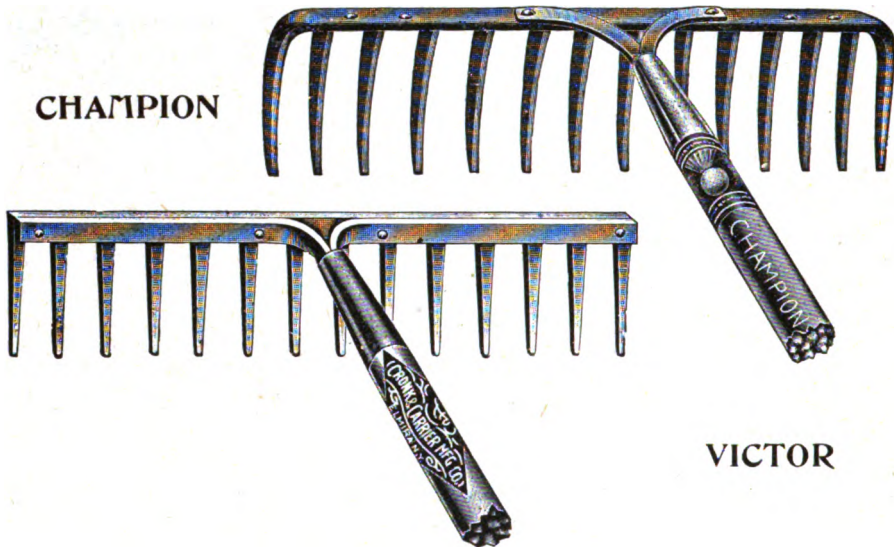
Made in Swivel and Stationary styles and in 6 sizes of each style. We make Vises to suit all trades and in all sizes, and when you buy a PARKER you get the Best.

THE CHARLES PARKER COMPANY,

N. Y. Salesroom, 32 Warren St.

Factories, Meriden, Conn.

We are NOT in the Steel Goods Trust



OUR PRICES SPEAK FOR THEMSELVES



Write for 1906 Catalogue for Complete Line

THE CRONK & CARRIER MFG. CO.
ELMIRA, N. Y.

We Have Often Told You that the Best Tools
on the Market are

Mayhew's Tools

WHY ?

Because they are made by experienced workmen, from the best material obtainable, most carefully finished and fully guaranteed. Catalogue sent on application.

H. H. Mayhew Co.

SHELburnE FALLS, MASS., U. S. A.

ADJUSTABLE-STROKE AUTOMATIC Center Punch

No. 18-A

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.



By simply turning the cap the force of the stroke is regulated, and light or heavy indentations made as desired.
A handsome tool, simply and strongly made.

Send for Catalogue No. 17 X of
Fine Mechanical Tools

The L. S. STARRETT CO., Athol, Mass., U. S. A.

WARNING!

To whom it may concern:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American Door Catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court.

All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc., Des Moines, Iowa

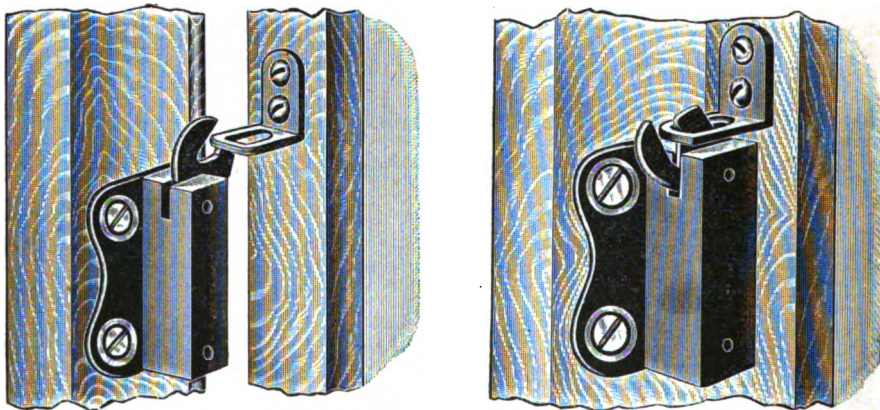
WATROUS AUTOMATIC DOOR CATCH

Two-thirds Actual Size

OPEN

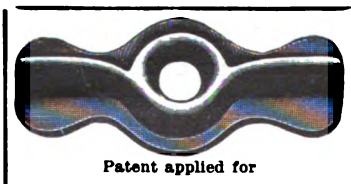
PATENT APPLIED FOR

CLOSED



For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest, and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model frame free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.



Patent applied for

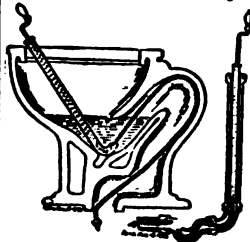
JAPANNED STEEL DOOR BUTTONS

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1½ to 2½ inches. Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

THE E. L. WATROUS MFG. CO., Des Moines, Iowa

WRIGLEY'S PATENT FLEXIBLE PIPE CLEANERS

The ONLY Sanitary device for quickly removing obstructions in drain and waste pipes. Glides easily through sharp turns. Simple and effective. A tool that should be in the kit of every engineer, plumber and machinist. Sold under very strong guarantee to perform as represented. Price, \$4.75 each, 20 per cent. trade discount. Send for descriptive circulars. Responsible agents wanted everywhere.



SAMUEL LEWIS, Sole Agent,
Wrigley's Patent Flexible Pipe Cleaners,
126 Pearl St., New York, N. Y.

KICK-PLATES

A BY-PRODUCT. In order to use the surplus capacity in our cutting and polishing room and also to use the random sizes of metal left over from our contracts, we have established a KICK-PLATE department. Material for several thousand plates always on hand. WE CAN SHIP IN 24 HOURS AFTER RECEIPT OF ORDER. List with about 10,000 prices on request.

UNION EQUIPMENT BRONZE CO.
514-520 WEST 36TH STREET NEW YORK.

HARDWARE FROM ARCHITECTS' DESIGNS

CASHER.

DOLLARS for DEALERS

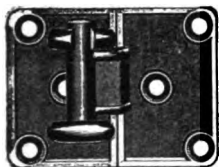
IN
KEEN KUTTER

**Tools and Cutlery.****Because:**

They are the best that money and skill can produce and our extensive advertising is bringing that fact to the attention of the people, creating a demand for the goods and bringing the people into the store of the Retail Dealer, because they cannot be obtained from any other source.

We put the people in the frame of mind to be willing to pay for them a price in which there is a good margin of profit for you. Then we bring them into your store and you have only to hand the goods over the counter and take the money.

Keen Kutter Goods give such thorough satisfaction that they will bring people back to your store again for the next tool they have occasion to buy, and will prevent them from sending their order for it to the Catalogue Houses.

**Diehl's Storm Sash Hangers and Fasteners**

DIEHL'S SEPARABLE HINGE :: Something New and Practical

for storm and screen doors, basement windows, barn windows, gates, etc. Doors and windows can be taken off without removing the hinges, a feat that cannot be duplicated by any other hanger on the market.

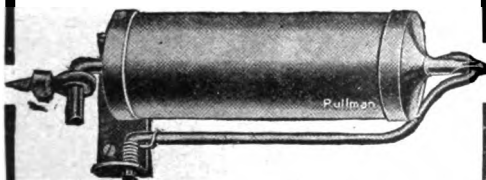
Write for Catalogue. It will more than interest you.

Diehl Novelty Co.,

- Sheboygan, Wis.



Fourth Season of
"PULLMAN"
Screen Door Check

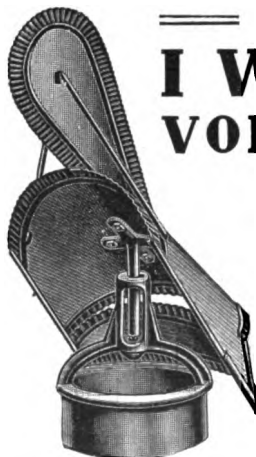


No other Check so perfect in principle and material, or so satisfactory as to working and wearing qualities.

SEND FOR NEW CATALOG

Pullman Manufacturing Company

Rochester, N. Y., U. S. A.



THE
I W A N
VOLCANO

is a Chimney-top which creates a strong, regular draft in all kinds of weather. Profitable to handle, and simply and easily mounted. You can capture the chimney-top trade of your city if you handle this top.

Sold by Jobbers of Hardware and Tinner's Supplies

IWAN BROTHERS, STREATOR, ILL.

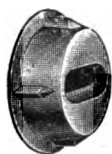
Mfrs. also of Wire Conductor Pipe Hangers and Other Hardware Specialties.

IVES' PATENT WINDOW STOP ADJUSTER



Patented
June 14,
1898.

October
2, 1900.



**For Windows and
Sliding Doors**

Insures Protection against Cold
Draughts, Dust, Rattling
or Binding

**The only Window Stop Adjuster made from one piece of metal that has a heavy bed
that will not bend or cup in tightening the screw.**

MANUFACTURED ONLY BY

Working Model with Cata-
logue mailed free.

**THE H. B. IVES CO., NEW HAVEN
Conn., U. S. A.**



No. 30 King. \$3.25 Net

**We Make Blow Torches to Meet the
Requirements of Every Mechanic**

They produce a needle flame of 3,000° Fahrenheit or
a large blue flame for brazing.

Write for our No. 25 catalogue. Ask your Jobber to
supply you.

Satisfaction guaranteed.

Our large machines will braze cast iron.

THE TURNER BRASS WORKS

61 Franklin Street, Chicago

"Grand Rapids" Ball Bearing ALL STEEL SASH PULLEYS

are the only Steel Sash Pulleys made with solid
steel balls running on a turned steel axle.

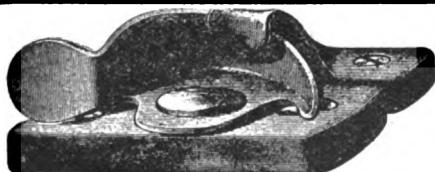
Every Dealer Should Write for Free Samples and Prices

We are the largest makers of Sash Pulleys in
the world. The "GRAND RAPIDS" are the
greatest sellers. *Get the Genuine.*

GRAND RAPIDS HARDWARE CO.

13 PEARL STREET,

GRAND RAPIDS, MICH.



The "SHELBY" Sash Lock

**The Shelby Spring Hinge Co.
SHELBY, OHIO**

NEW YORK OFFICE:
84-86 Chambers Street

BOSTON OFFICE:
118 Pearl Street



The "PHENIX" HANGER and FASTENER

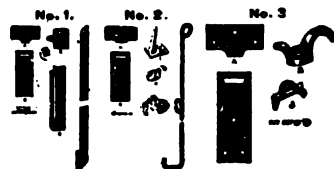
Solves the problem how to hang and fasten
entire Screens and Storm Windows.

We have them to sell at 10, 15, 20 and 30 cents per
set. For catalogue and trade discounts, address

Phenix Mfg. Company,

834 Center Street,

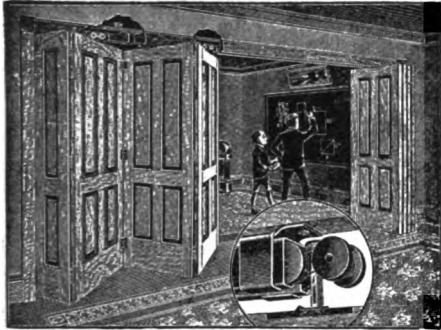
MILWAUKEE, WIS.



In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

Richards Ball-Bearing Swivel Door Hanger

FOR FOLDING PARTITIONS



This is a splendid Hanger. It runs as *free* and *easy* as can be. It is fitted with a Ball-Bearing Swivel and with Vertical Screw Adjustment. Fibre or metal wheels. Two sizes. No. 1 for doors 1½ inches to 2¼ inches thick. No. 2 for doors 2¼ to 3 inches. *Get our Prices.* We're Headquarters for Door Hangers and Hardware Specialties.

THE RICHARDS MFG. CO., (Inc.)

Aurora, Ill., U. S. A.

New York Office, 101 Reade St.



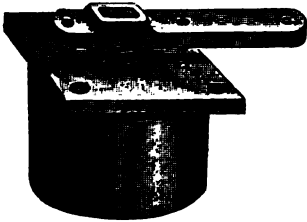
SUPERIOR

FLOOR SPRING HINGES AND DOOR HOLDERS

Best and Neatest Yet

Order from your Jobber. If he hasn't them, write us, but take no substitute.

SUPERIOR SPRING HINGE CO., 15 South Canal St., CHICAGO



The Le Clear Double Acting Floor Hinge

The Le Clear Automatic Hinge has built up its deservedly high reputation strictly on its ability to do—and to endure. In its ability to handle any and all swinging doors, and to continue its term of unfaltering service indefinitely, it has no rivals. A very brief, straight-to-the-point Circular will give you all the facts—facts well worth knowing—if you handle such goods. Shall we mail it?

OSCAR BARNETT FOUNDRY CO.

H-6

Newark, N. J., U. S. A.



The Only Perfect Door Rail and Cap

Bird and Sleet proof. Door closes absolutely tight.

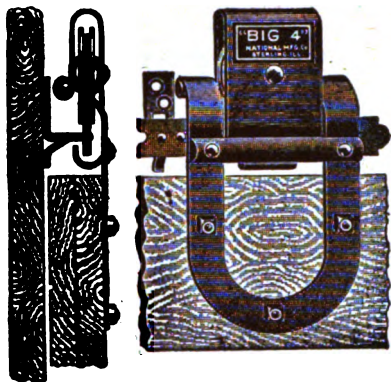
The ONLY Hanger that will adjust itself automatically to doors of from one to four inches in thickness, no matter how much out of plumb the wall may be. Is roller-bearing, fitted to the rail in such a manner that the door

CANNOT JUMP THE TRACK.

Manufactured only by

AUTOMATIC DOOR RAIL COMPANY
624 W. Lake Street, CHICAGO, ILL.

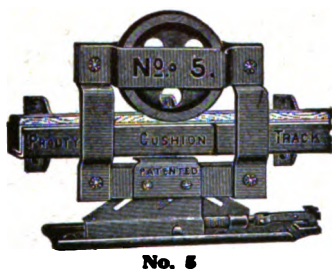




"BIG 4" Flexible Door Hanger

*Anti-Friction - Cannot Jump the Track
Exclusive Sale Given*

National Mfg. Co.
STERLING, ILLINOIS

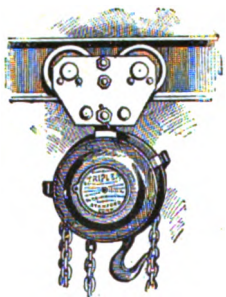


No. 5

SELL THE BEST

The Prouty No. 5 Cushion Track Hanger will relieve your builder from all the trouble he has previously experienced in Parlor Door Hangers and will save him hours in putting them up. Thousands of sets sold and not a complaint from anyone. Try them and convince yourself.

T. C. PROUTY CO., Ltd., Albion, Mich.
NEW YORK OFFICE, 23 Warren Street



YALE & TOWNE *Triplex Blocks*

are used on overhead trolleys for handling automobile parts, motor and rowboats, engines, etc.

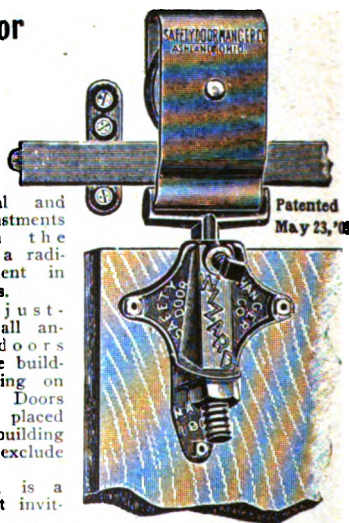
The overhead track permits loads to be moved readily even when the floor is obstructed.

You should carry Y. & T. Chain Blocks in Stock. Write

The YALE & TOWNE MFG. CO.
9 Murray Street, New York

THE WIZARD ADJUSTABLE

A Superior
Hinge
Hanger



The Lateral and Vertical adjustments embodied in the Wizard mark a radical improvement in Hinge Hangers.

These adjustments avoid all annoyance of doors binding on the building or dragging on the bottom. Doors may also be placed close to the building so as to exclude cold.

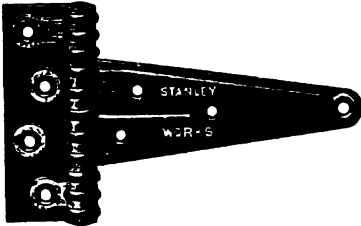
The Wizard is a quick seller at inviting profits.

Ask your jobber or write us for prices.

MADE ONLY BY

SAFETY DOOR HANGER CO.
ASHLAND, - OHIO
HAMILTON, - ONT.

STANLEY'S STEEL CORRUGATED STRAP and T HINGES



LEADERS IN THEIR LINE

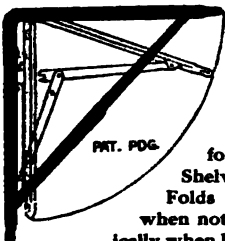
For Sale by All Jobbers

Send for "Autobiography of a Yankee
Hinge." Mailed Free

THE STANLEY WORKS

79 Chambers St.,
New York

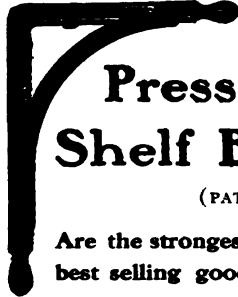
NEW BRITAIN,
CONN.



**GRIFFIN'S
FOLDING
BRACKET**

PAT. PDC.

Best and only Bracket
for Folding or Swinging
Shelves.
Folds down against the wall
when not in use. Locks autom-
atically when lifted up.



**Griffin's
Pressed Steel
Shelf Brackets**

(PATENTED.)

Are the strongest, best finished and
best selling goods on the market.



Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
ERIE, PENNSYLVANIA

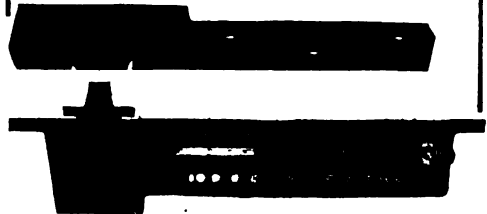
THE HINGE WITH A Dozen Reasons

THE COLUMBIAN FLOOR SPRING HINGE

1. It is practically invisible.
2. It is supplied with an alignment adjuster.
3. It is just the depth of a double floor (1 3/4").
4. Door is not disfigured by side plates.
5. The "Columbian" is dust and rust proof.
6. Parts that set into door are very small and invisible.
7. Door can be removed without disturbing hinge or its tension.
8. Tension may be adjusted on the "Columbian" while hinge is in place.
9. Columbian is ball-bearing.
10. Simple and compact.
11. Easy to install.
12. Swings the door smoothly *without strain or jar*.

Our Builders' Hardware Catalogue, No. 18, gives a detailed description and prices.

Ask for it to-day. It cost you nothing.



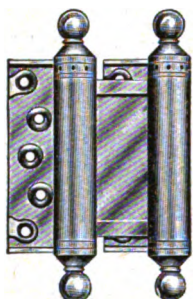
THE COLUMBIAN HARDWARE CO.
MANUFACTURERS
CLEVELAND, OHIO, U. S. A.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

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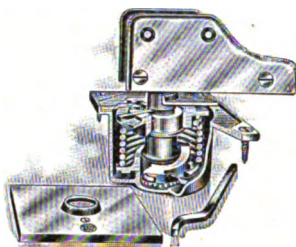
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TRIPLE END SPRING BUTT



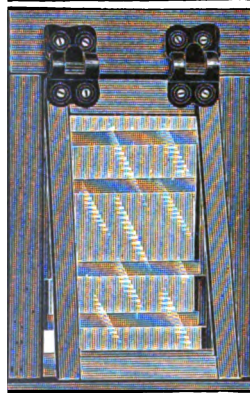
CHICAGO SPRING BUTT



CHICAGO FLOOR HINGE



Chicago Spring Butt Company
CHICAGO CATALOGUE ON REQUEST NEW YORK



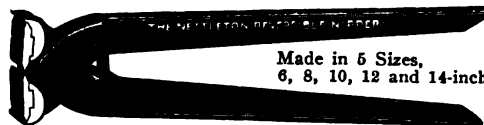
Full length window screens keep out all the flies and protect the windows. Screens attached with

GOSSETT'S DETACHABLE SUSPENSION HINGES

Are easily put up or removed—no tools or ladder necessary. Write for free sample pair. Sold by Hardware Jobbers and Dealers.

Manufactured by
F. D. KEES MFG. CO.
Beatrice, Nebr.

The Nettleton Reversible Nipper



Made in 5 Sizes,
6, 8, 10, 12 and 14-inch

Every Pair Fully Warranted Against Flaws.

2 TOOLS IN 1

There are two fine cutting edges to each blade, each held in place by screws. Jaws unusually strong, easily reversible, adjustable and interchangeable.
6 and 8-inch made for cutting piano wire.
Send for Sample and Prices.

The Nettleton Mfg. Co., MIDDLETOWN, CONN.

New York Office and Salesroom: 157 Chambers St.

Silas Howe, Pres. Enoch Peterson, V.-P.

THE WM. D. GIBSON CO.

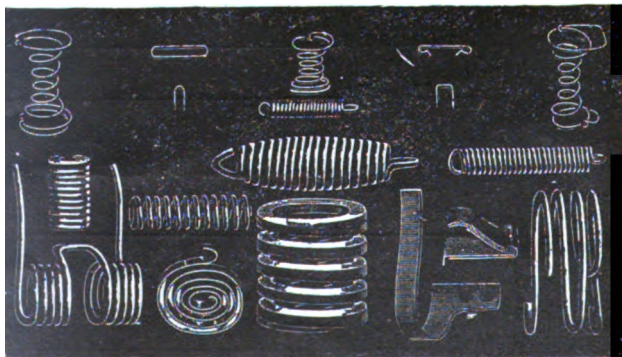
MANUFACTURERS OF
SPIRAL and FLAT
SPRINGS

Any shape, size or kind desired for
Electrical Machinery, Agricultural
Machinery, Upholsterers' Springs,
Fence Springs, Gas Engine and
Automobile Springs, Stretcher
or Bolster Springs.

Springs for Machinery a Specialty
Send sample or drawing of spring
wanted.

N. W. Cor. Huron and
Kingsbury Streets.

Chicago, Ill.



BOMMER

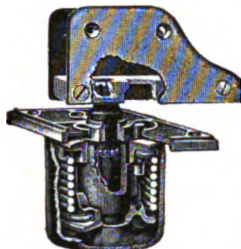
SPRING HINGES

ARE QUALITY GOODS



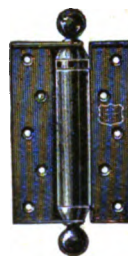
IMITATED
BY ALL

Reject All
Substitutes



EQUALLED
BY NONE

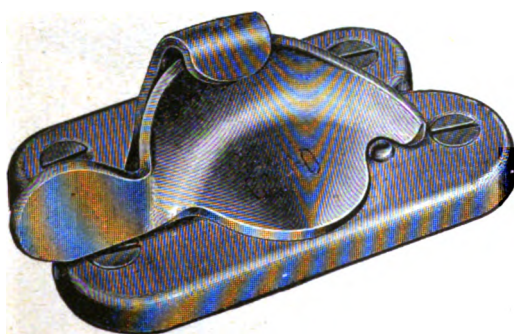
Bommer's
Cost No More



Your Jobbers Can Supply Them

Manufactured by BOMMER BROTHERS, Brooklyn, N. Y.

Established 1876



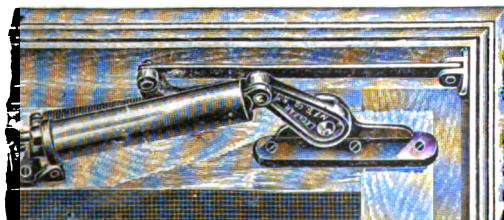
MONITOR SASH LOCKS

Never Break

You sell them and your customer wants them because they are the best.

**The Champion
Safety Lock Co.**

GENEVA, OHIO



Le-Clear Pneumatic Door Check and Spring

The sole business of this little device is to softly close screen doors with celerity, certainty and silence, and it tends strictly to that business. It is easily applied, works like a charm, has nothing to get out of order and is not expensive. We believe that many of

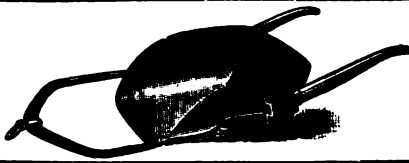
your customers would gladly substitute this "closer" for the usual "slam-bang" screen door spring. Shall we mail you a circular?

OSCAR BARNETT FOUNDRY CO., Newark, N. J.

C-5

U. S. A.

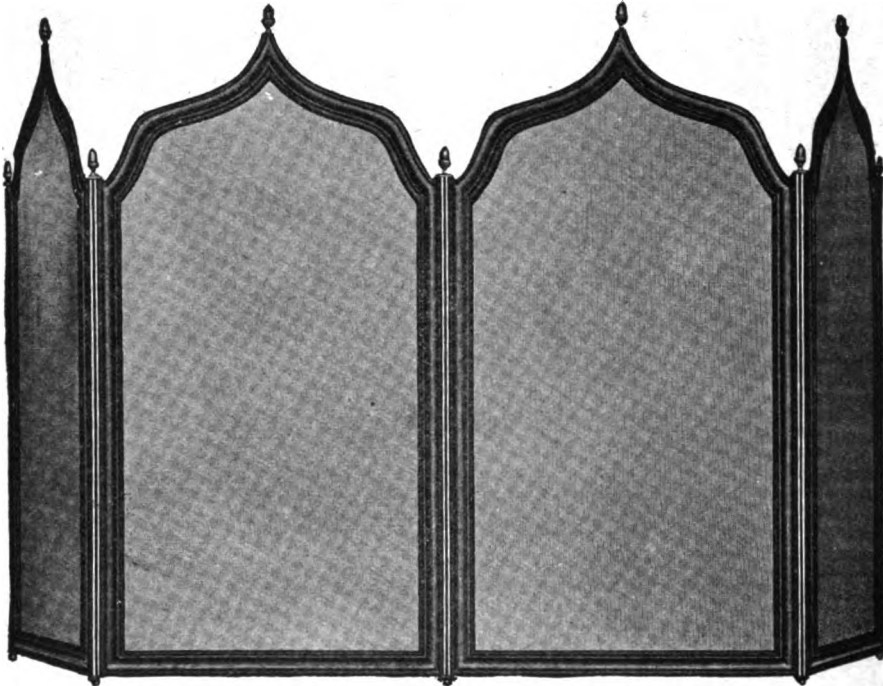
In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.



Give Them Cold Steel

Trays made from single sheets heavy annealed steel pressed "cold," lapped and riveted at corners. Giving greatest strength and wear at corners where it is needed. Hot pressed trays are thinnest at the corners. Handles that don't break or work loose.

Syracuse Chilled Plow Co., Syracuse, N.Y., U.S.A.



FOLDING SCREENS

for the Fireplace in Brass, Black or Gilt.
Send for special price list and illustrations.

THE S. M. HOWES CO.,

40-42-44-46 Union St., BOSTON.

503-525 Medford St., CHARLESTOWN, MASS.

We carry a full line of

Refrigerator Trimmings

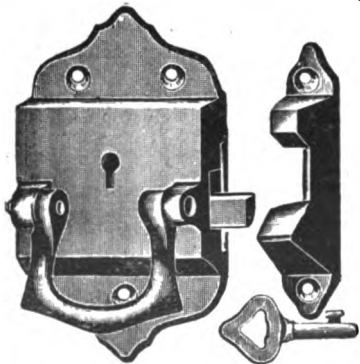
LOCKS, LEVERS, HINGES, ETC.

BUILDERS' HARDWARE

BOX AND CHEST TRIMMINGS

Special Goods Made to Order

Write for Catalogue



Brass Goods Mfg. Co.

BROOKLYN, N. Y.

JOHN M. HART COMPANY

DIRECT REPRESENTATIVES
OF MANUFACTURERS' DISCOUNT
JOBBER TRADE

GENERAL OFFICES

ASHLAND BLOCK CHICAGO

OFFICES:

ST. LOUIS

KANSAS CITY

ST. PAUL

MEMPHIS

GRAND RAPIDS

In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

WHY IT IS THE BEST Family Scale on the Market

Because—The Dial sets at an angle that it can be read at a glance without stooping.

The Platform is supported by Double Steel Uprights which permits no variation, no matter where on the platform the article to be weighed is placed.

All of the inside parts as well as the frame are constructed of the Best Cold Rolled Steel, absolutely no casting to break.

It is handsomely finished in Black Enamel and Aluminum Bronze.

It is superior in many other points, yet it will cost you no more than the old style.

Order from your Jobber. Write us for catalogue illustrating complete line.

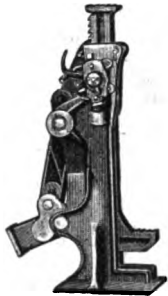


TRINER SCALE & MFG. CO.

1255-57-59 W. 21st Street.

CHICAGO, ILL.

The Barth-Weiler Lifting Jacks



For 12 years the acknowledged King of all Jacks.

SIMPLE, POWERFUL AND REVERSIBLE.

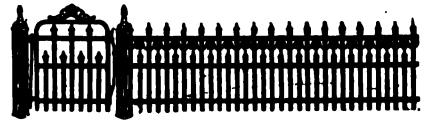
Cedar Falls, May 21, 1906.
Barth Mfg. Co., Milwaukee, Wis.

Gentlemen I have six of your large sized Barth-Weiler Jacks and I consider them the best tools I ever used to move machinery and light buildings. Yours truly,

GEORGE SEAVEY.

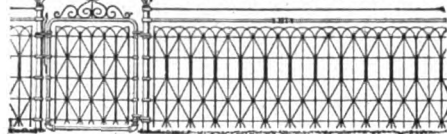
Just one of the many testimonials we have received. Send for Catalogue.

C. BARTH MANUFACTURING CO., MILWAUKEE, WIS.



LAWN FENCE Strong and durable; for Churches, Lawns, Cemeteries. Substantial, hustling dealers wanted in each town and city. We manufacture a heavy Malleable and Steel Picket Fence—24 different designs. Prices that will make you money. Catalog free. Address Box 33.

WARD FENCE CO., Portland, Ind.



A ROYAL GEM
will make your store as bright at night as during the day.

ROYAL GAS LIGHT CO.

209 E. KINZIE ST., CHICAGO, U. S. A.

We manufacture all kinds of Gasoline Systems and Lamps. Our Lamps have stood the test of time. Be your own Gas Trust. Be as independent as a Gas Trust. Buy the best, not a copy. Send for Catalogue.

We have satisfied thousands and we can satisfy you.

ROOFING SLATE SLATE BLACKBOARDS

**We Want
Agents to
Sell Our**

IRON FENCE

We furnish first-class work at prices that bring the trade. Write for Catalogue No. 19. Prices and Terms. (Iron Reservoir Vases, Lawn Seats, Tree Guards, Stable Fittings.)

THE STEWART IRON WORKS CO.

"The World's Greatest Iron Fence Works."

CINCINNATI, OHIO, U. S. A.

— Established 1884 —
E. J. JOHNSON & CO.
38 PARK ROW, NEW YORK
QUARRIES: Pennsylvania and Vermont

Prices quoted delivered anywhere. Booklet and complete Price List on Application.

Wire Inquiries Given Quick Attention

Hardware Dealers
Make Large Profits



**Cheaper
than
Wood
and
Lasts a
Life
Time**

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

CIGAR MAKERS' CUTTING TOOLS

BEST OF STEEL
Best for the Money



WRITE FOR OUR
80-PAGE CATALOGUE
AND TRADE PRICES

KRAUT & DOHNAL
CUTLERS & GRINDERS Dept. H, 168 S. Clark St., CHICAGO



For Sale Everywhere.
Send for Catalogue.

LUFKIN

TAPES AND RULES

Are the Best in the World.
Made by **THE LUFKIN RULE CO.**
Saginaw, Mich., U. S. A.
New York London

TO CLOSE OUT ONE THOUSAND 400-lb. SIX HOLE STEEL RANGES



These Ranges Formerly Retailed at \$40 Each.

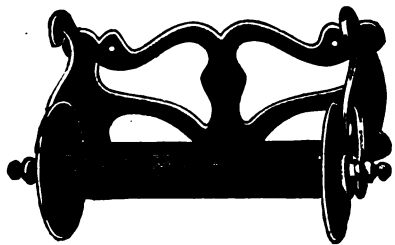
On account of change in patterns I will close out the entire lot

At \$15 Each

They have six 8-inch lids; Top Cooking Surface, 30 x 34; Large Warming Closet; 15-Gallon reservoir; Oven 17 x 21 x 12; Duplex Grates; Burn Wood or Coal. Lined throughout with Asbestos. *Guaranteed strictly first-class in every respect. Big snap for cash buyers.* For particulars, address

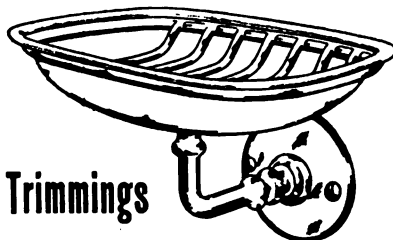
WM. G. WILLARD

Room No. 59 Willard Bldg, Chestnut St., near 4th St., St. Louis, Mo.



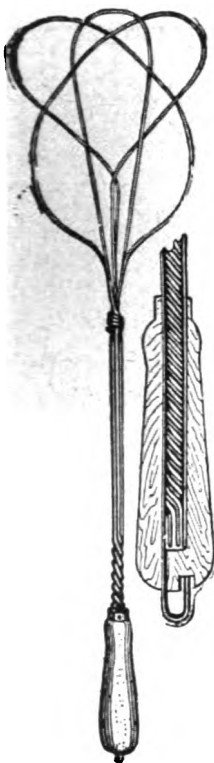
Now is the
TIME
To adopt our
LINE
of

Bath Room Trimmings



For the coming year. Excellent Goods. Moderate Prices. We make over 80 patterns, all solid Brass, Nickered. Ask your Jobber about our goods. Ask us for Catalog K.

Address NOVELTY MFG. CO., Dept. K, WATERBURY, CONN.



Sold by All Wholesale Dealers
CLEANER RUG and CARPET BEATERS

Made from the Best
Furniture Spring Steel

Are Perfection in Wire Dust Beaters.
THEY SELL AT A LARGE PROFIT

WE WARRANT THE BEATERS
 not to break off at the handle and handle not
 to become loose or come off; are Very Elastic

PATENT APPLIED FOR

HOLT'S DOVER EGG BEATERS

Patented August 3, 1900.

FIVE YEARS ON THE MARKET

WE GUARANTEE TO
 beat eggs in 20 seconds to perfection One-
 third the Dover's time.

WHIPS CREAM ELEGANTLY

Rug and Egg Beaters are made in four sizes
 10, 15, 20 and 25 cents each.

Ask for Price List Catalogue.

HOLT-LYON CO., Tarrytown, N. Y.



"SAVE MONEY EVERY DAY"



Each unnecessary stamp
 you use wastes money.

Use 1 cent too little and
 perhaps your package
 won't arrive.

You can't afford to guess.
**Pelouze Postal
 Scales** point to the num-
 ber of cents required the
 moment the letter or pack-
 age is placed on scale.

You don't have to figure
 —the scale does it for you.

National - 4 Lbs.	\$3.00	Columbian - 2 Lbs.	\$2.00
Union - 2 1/4 Lbs.	2.50	Star - 1 Lb.	1.50
Crescent - 1 Lb.	\$1.00		

Every **Pelouze Scale**
 is guaranteed accurate and
 will stay that way.

"No modern, up-to-date
 office is complete without
 one."

For sale everywhere by
 Leading Dealers.

Mall and Express	16 Lbs.	\$5.50
Commercial	12 Lbs.	3.75
Challenge	4 Lbs.	2.50
U. S.	4 Lbs.	2.50
Victor	1 1/2 Lbs.	1.75

PELOUZE SCALE & MFG. CO
 118-130 W. Jackson Boulevard, CHICAGO

Manufacturers Pelouze Celebrated Family Scales.



**NOXALL
 Jr.
 GERM PROOF
 FILTERS**

Buy direct, save jobbers'
 profit and secure exclusive
 Agency.

**COSTS \$1.50
 RETAILS FOR \$2.50**

Made with screw or rubber
 top, to fit a Hose Bibb or plain
 Faucet; well made, beautifully
 finished, easily attached, easily
 cleaned, absolutely germ
 proof and makes any water,
 no matter how dirty, as clear
 as crystal.

We will send a sample by
 prepaid express, to any
 dealer in the U. S. to be
 returned at our expense if
 not satisfactory.

We make bigger filters, too.

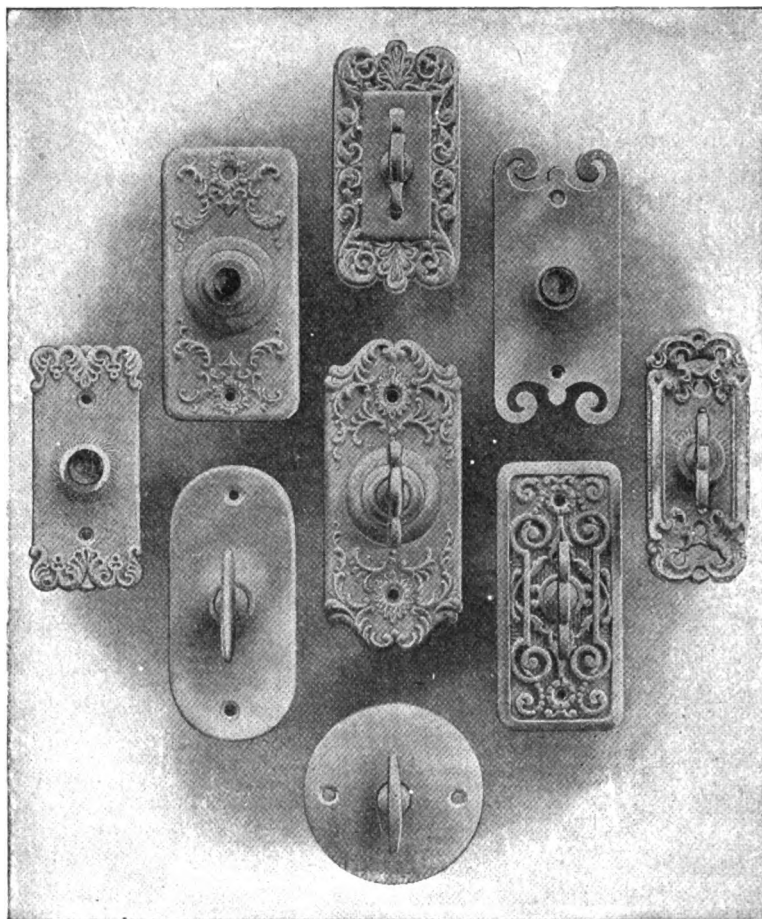
**American Filter
 Company**

**508 Noxall Bldg.
 MILWAUKEE
 WIS.**



New Departure

Turn Plates and Button Cases



The patterns here shown are only a few of a large assortment. Believing that iron or steel is not suitable for outdoor exposure we furnish in bronze or brass only

A SUPERIOR ARTICLE AT EVEN MONEY

Send For Catalog and Prices

Manufactured by

The New Departure Mfg. Co.

Bristol, Ct.

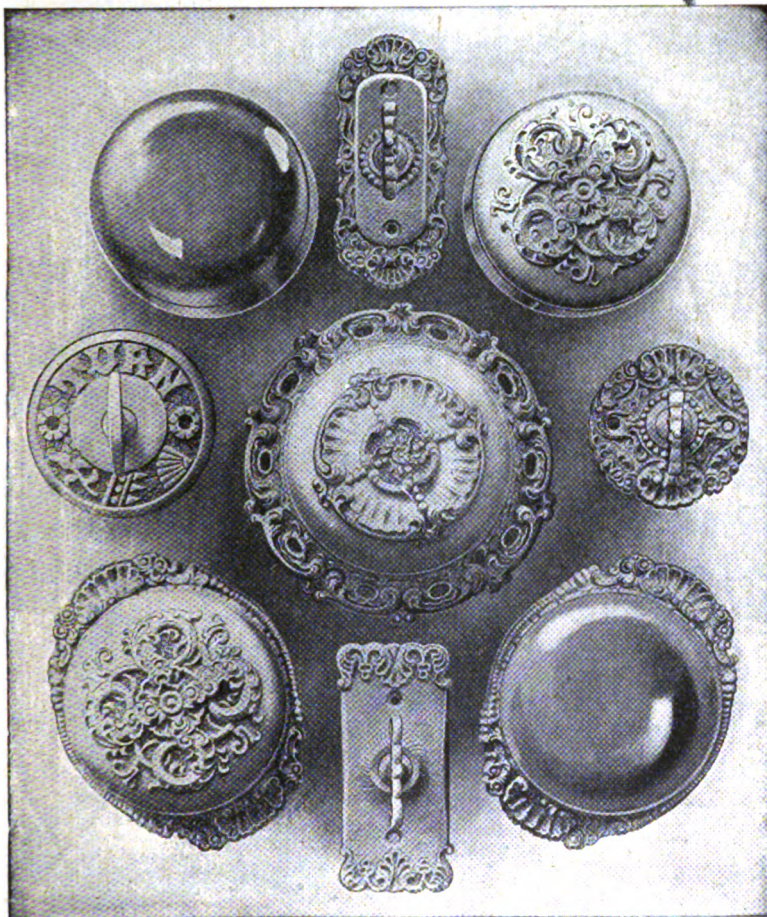
Selling Agents

John H. Graham & Co.

New York City.

New Departure

Rotary and Push Button Door Bells



For perfection in design, finish and mechanism our New Departure Bells are

INCOMPARABLE

Send For Catalog and Prices

Manufactured by

The New Departure Mfg. Co.

Bristol, Ct.

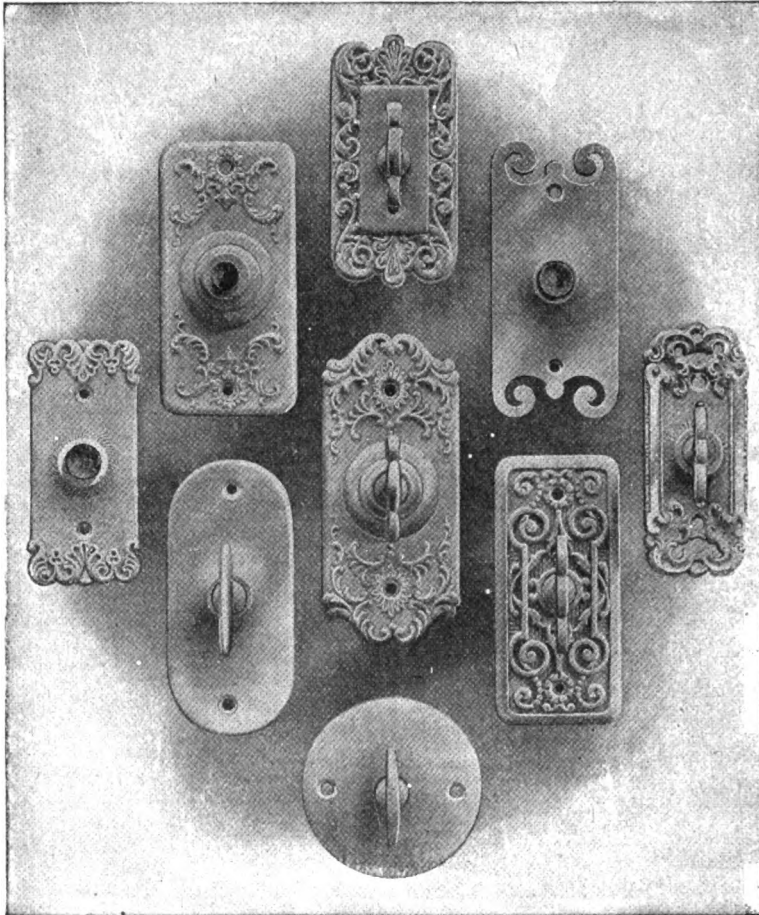
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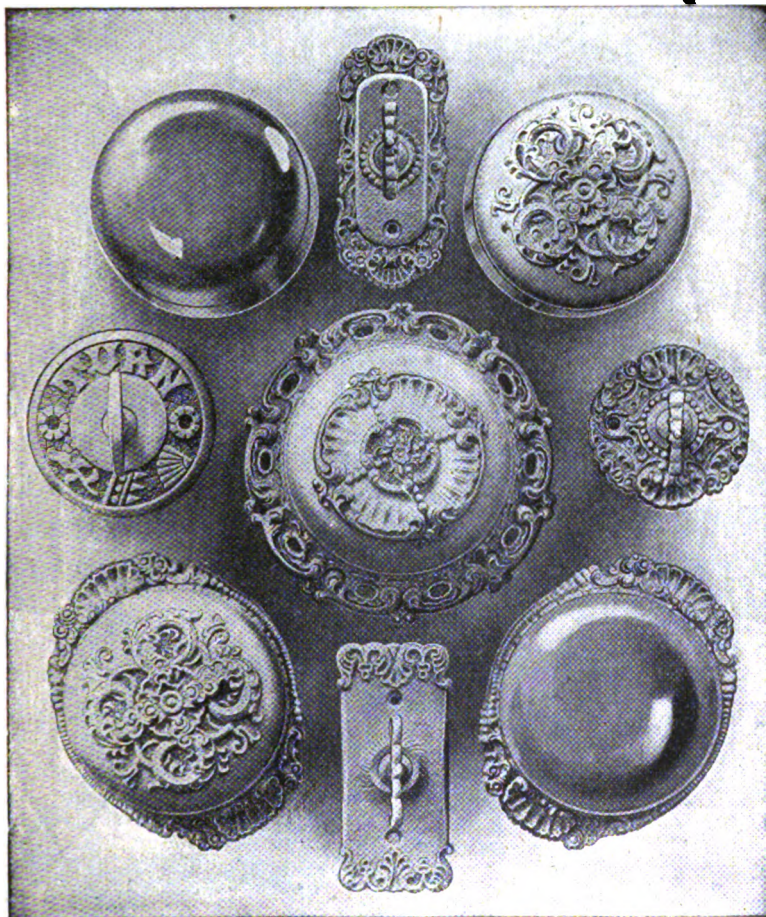
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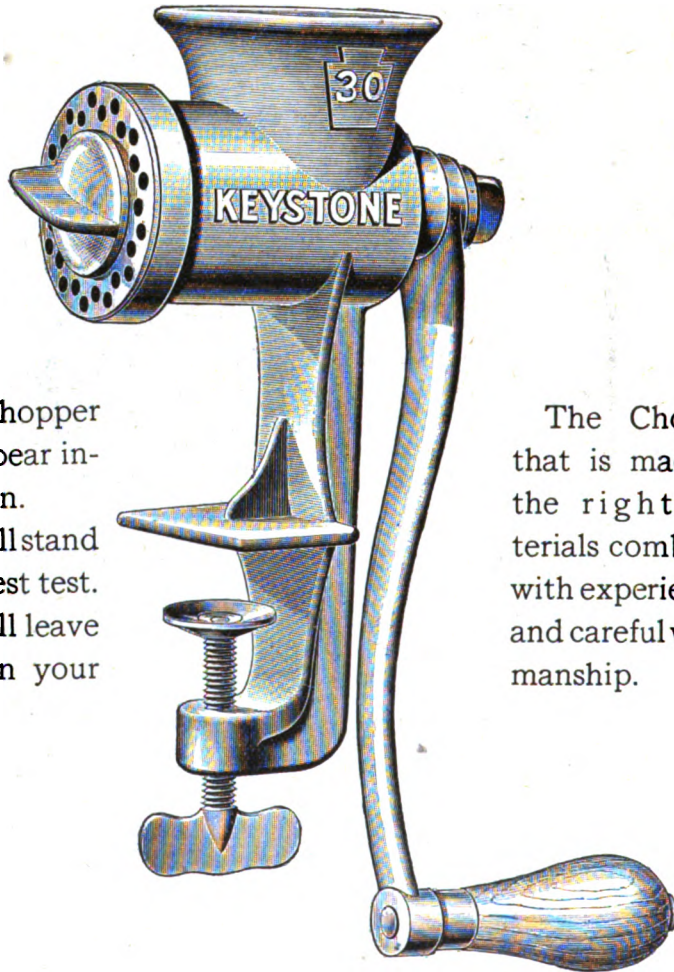
Bristol, Ct.

Selling Agents

John H. Graham & Co.

New York City.

THE Keystone Food Chopper



The Chopper
that will bear in-
vestigation.

That will stand
the severest test.

That will leave
no drip on your
floor.

The Chopper
that is made of
the right ma-
terials combined
with experienced
and careful work-
manship.

Cutter Plates Steel, Reversible, Self-Sharpening.
The King of all Food Choppers.

MADE BY
COLEBROOKDALE IRON CO.
Pottstown, Pa., U. S. A.



IF you are looking for a BREAD MIXER on which you can make a *good profit*, ask for our **"PRISCO"** Bread Mixer Proposition.

The **"PRISCO"** has points you won't find in any other mixer.

It's sold *only* through the legitimate Hardware Trade—at a reasonable price.

Our little booklet tells all about the **"PRISCO"** Bread Mixer.

Send your name and address and we'll send the booklet and our special price.

=====
Do it now—lest you forget
=====

The Pritchard-Strong Co.

29 Circle Street ROCHESTER, N. Y.

CHICAGO OFFICE, Republic Building



THE PHONE-LOCK Will Appeal to Your Customers

It Keeps Down the Telephone Bills

Prevents the use of the 'phone by unauthorized persons. Saves from a dime to several dollars on a *single call*!

IF SERVICE IS LIMITED, the constant loss of nickels and dimes often amounts to several dollars every week.

IF SERVICE IS UNLIMITED, a *single* unauthorized Long Distance call may cost as much as five or six dollars. The PHONE-LOCK insures against such loss and quickly pays many times its cost!

We sell to Dealers only. Write for prices and illustrations.

THE BUSINESS UTILITIES COMPANY

Owners and Distributors

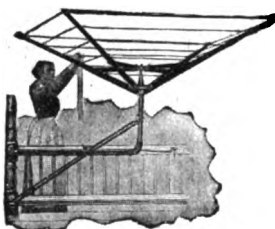
54 WARREN STREET

NEW YORK



Hill's Famous Dryers

For LAWN, BALCONY or ROOF



Hill's Balcony Dryer.

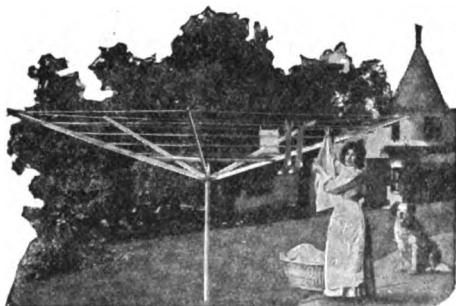
More than
500,000 in use

The largest manufacturers
of Clothes Dryers
in the world.

No Dirt. No Dust.
Pleases Everybody.
Saves One-third of
Your Coal Bill.



Send for Catalogue and Price List.



Hill's Champion Dryer for the Lawn.

HILL DRYER CO.

315 Park Avenue,

Worcester, Mass.



AN OIL THAT TALKS

You do not have to say one word—"3 in One" sells itself. The high quality of the oil and the great quantity of our advertising bring people right to your counter. Any boy can wrap up a bottle. No selling expense, good profits (50 per cent. and 100 per cent.). quick sales—isn't that making money? Ask your jobber.

G. W. COLE COMPANY

145 BROADWAY,

NEW YORK CITY

STERLING STEEL CARPET SWEEPERS ONLY SANITARY SWEEPER MADE

Our superb line of **STERLING STEEL CARPET SWEEPERS** is a distinct novelty, containing all of the good points of the highest class sweepers, together with numerous advantages and improvements. Made entirely of cold rolled, drawn, sheet steel, presenting the **HANDSOMEST FINISH** ever shown in sweeper construction and producing the **ONLY SANITARY SWEEPER MADE, NO FREAKS, NO EXPERIMENTS**, but rational improvements and developments that can be demonstrated by any fair minded person. Sold **STRICTLY ON MERITS**. Satisfaction positively guaranteed. Critical experts acknowledge **STERLING STEEL CARPET SWEEPERS** show greater development in sweeper construction than all others in the past thirty years.

**"MODEL E, SANITAIRE"**

"All working parts protected from dust"

"Guaranteed to sweep when others fall"

"Prices absolutely maintained"

**No argument necessary
Sell on sight**

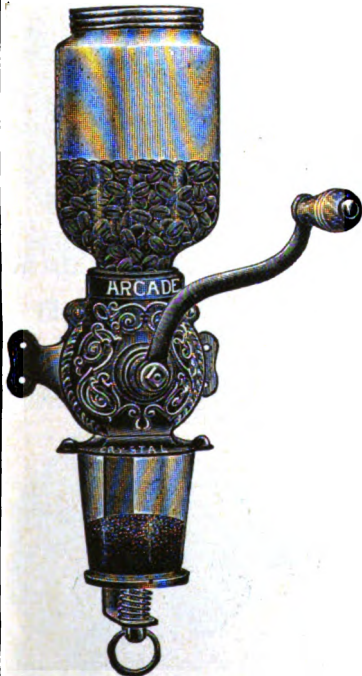
Write for Illustrated Catalog

MANUFACTURED BY

**STREATOR METAL
STAMPING CO.
Streator, Ill., U. S. A.**

Branches:

**SAN FRANCISCO, 105 Front Street
NEW YORK, No. 10 Warren Street
CHICAGO, 86 E. Lake Street**



COFFEE that has been ground for weeks does not have the delicious flavor of that which is freshly ground.

The strength and aroma of the coffee are retained in the air tight hopper of the Crystal Coffee Mill.

The mechanical equipment is the best that 25 years' experience can produce.

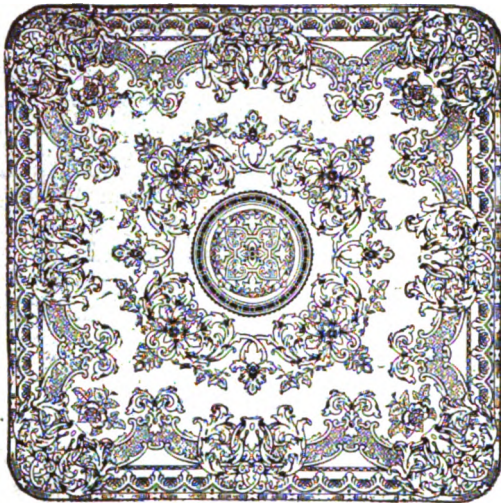
We make 70 other patterns of mills and 400 articles that have been factors in the success of thousands of merchants.

Our Catalogue is free.

**ARCADE MFG. CO.
FREEPORT, ILL.**

Opalite Refrigerators

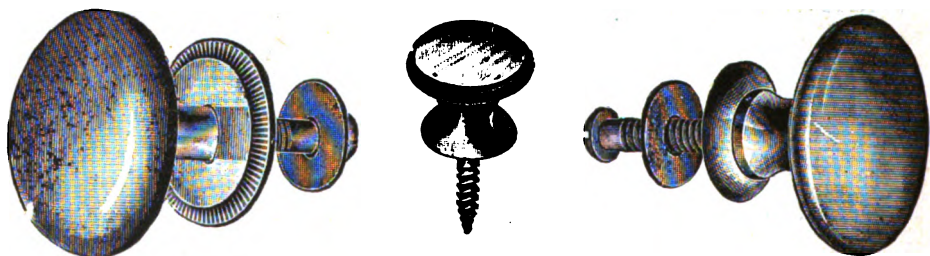
And STOVE BOARDS



Paper Lined Zinc
 Paper Lined Crystal
 Wood Lined Crystal
 Paper Lined Embossed
 Wood Lined Embossed
 Round, Square and Oblong

Catalogue with sizes, prices
 and discounts sent upon
 application.

COOPER & McKEE, 119 Lorimer Street, Brooklyn, N. Y.



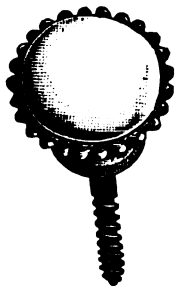
AMERICAN RING CO., Waterbury, Conn.

**CAST AND WROUGHT BRASS KNOBS
 BRASS UPHOLSTERY NAILS**

**OTHER FURNITURE TRIMMINGS IN
 GREAT VARIETY**

BRANCH OFFICES } New York, 1 & 2 Hudson St.
 Boston, 170 Summer St.

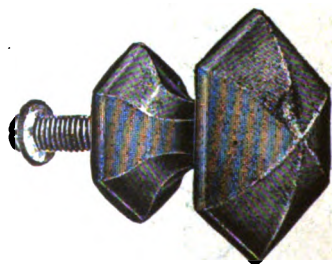
Chicago, 199 Lake St.
 San Francisco, 578 Mission St.



Catalogues
 for 1906



on
 request



In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

The Lovell Window Operating Device

The Best Window Opening Apparatus on the Market and the Only One That Will, if Desired, Operate a Line of Sash 600 Feet Long From One Station.

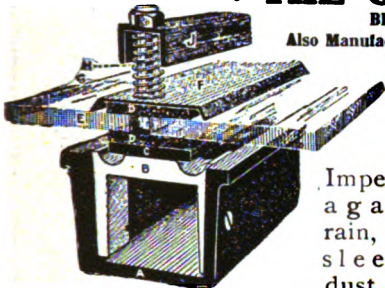
Easily erected with the aid of blue prints, and full directions sent with every shipment.

Manufactured and Erected by **THE G. DROUVE CO.**

BRIDGEPORT, CONN.

Also Manufacturers and Erectors of the

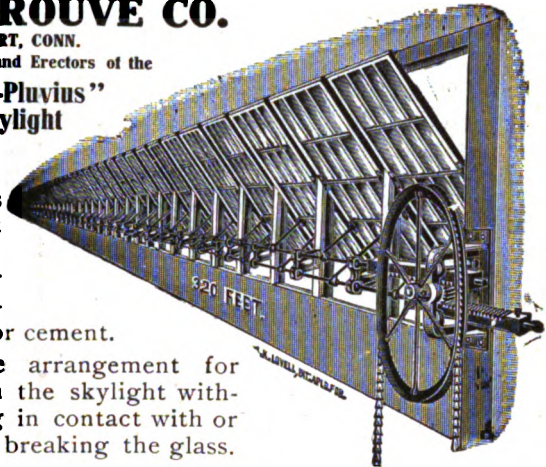
"Anti-Pluvius"
Skylight



- A.—Steel Supporting Bar
- B.—Mall. Iron Bridge
- C.—Flat Iron
- D.—Felt
- E.—Glass
- F.—Copper Sheet Cap
- G.—Coil Galv. Brass Spring
- H.—Galv. Brass Stud
- J.—Bridge (for walking on skylight)

Impervious against rain, snow, sleet or dust, without putty or cement.

Bridge arrangement for walking on the skylight without coming in contact with or danger of breaking the glass.



HAMMERS

Vaughan & Bushnell
Manufacturing Co.

EAGLE BRAND



OUR Eagle stamp on a hammer is a small thing to look for, but a great thing to find. It insures, first of all, *quality*; second, *careful and skilled workmanship*; third, *correct pattern*; and greatest of all, it insures *perfect tempering*, without which no hammer, wherever or however made, can give uniformly good results.

Manufactured at Chicago, Ill., U. S. A., by

Vaughan & Bushnell Manufacturing Co.

1869

Toolsmiths

1906



We are Headquarters for Quick-Selling Specialties

FIVE AND TEN CENT GOODS

Nickel-Plated Hammers

Our line is not equaled in quality, style, finish and price. Let us prove this assertion. Our catalogue will interest you.

Franklin Specialty Co.

811 Cherry Street

Reading, Pa.



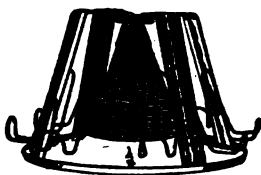
Write us for prices and discounts

Our New 5 Slice Wire Cone TOASTER

Toasts by radiation. The wire cone is heated red hot. Bread is then placed around in wire holders. The top can be used to place any dish or coffee pot on while toasting. It's the red hot coal which does the work. Once tried you will use no other. Order from jobbers or write us direct.

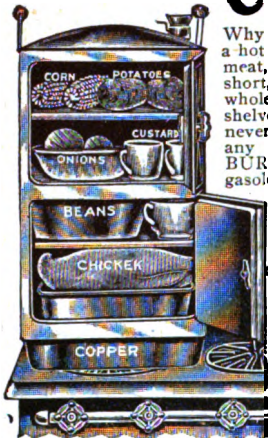
HARKINS & WILLIS, Mfrs., Ann Arbor, Mich.

LONDON OFFICE: 38 Shoe Lane, Fleet Street, London, England.



In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

Let Me Do Your

COOKING

Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards—in short, the whole meal for the whole family, into my ample shelves and cook it, as food never was or can be cooked in any other way, over ONE BURNER of stove, range, gas, gasolene or oil stove?

I come in both round and square shapes—both kinds have whistles.
Prices, \$2.00
\$2.50, \$3.00
\$4.50 up

No watching; no basting; nothing overdone nor underdone. I am the

IDEAL STEAM Cooker and Baker

made of heavy tin or copper, with ALL COPPER, seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease and dirt. I BLOW MY WHISTLE 20 minutes before water needs replenishing; never go on a strike nor talk back. I CUT THE COST OF FUEL and WORK IN HALF, save time and wear and tear on your temper and vocabulary. I hold 19 one quart cans in canning fruit. Write right now for Free Book 48 pages. It tells you all about me. Gives full details; letters from people all over the land who would not do without me for ten times what I cost.

THE TOLEDO COOKER COMPANY, 1337 W. BANCROFT STREET Toledo, Ohio, U.S.A.

Mr. Dealer

Do you know there's a demand for a good steam cooker which you should supply? The profit on goods you are "out of" will never come back. We prefer to sell a progressive dealer rather than direct.

Our Advertising Helps You to Sell**IDEAL STEAM COOKERS**

A reproduction of the advertisement shown here-with will be read in leading publications every month by

Over Ten Million Women

The thousands who answer this advertisement will be referred by us to local dealers carrying our line.

Your Customers Will Demand Our Goods. Are You Prepared to Supply Them?

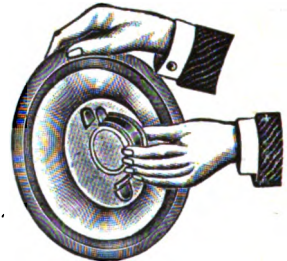
Take advantage of this opportunity to profit by our expenditure.

48 PAGE BOOK FREE—Write for it to-day, with confidential prices to dealers.

Our Catalogue fully describes 100 other household and kitchen specialties

**THIS****Pot Cover Cabinet**

FURNISHED WITH OUTFIT OF OUR NEW

Spring-In Handle Pot Cover

Adjusting a Spring-in Handle.

For further information write

LASHER MFG. CO., Inc., Davenport, Iowa

ASK YOUR JOBBER FOR

Hanson's Universal Balance and U. S. Family Scales

No. 1, 24 lbs. by ounces.
No. 6, 24 lbs. by ounces. Made with Porcelain Enameled Pan.
No. B8, 24 lbs. by ounces, with polished Brass Scoop, 12x7 in.

The Scales That Will Hold the Trade

HANSON BROS.

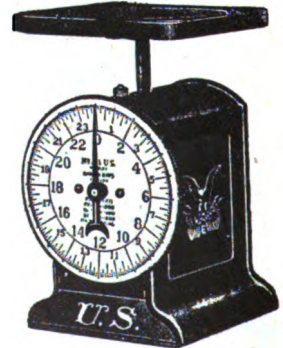
18 W. Randolph Street
Chicago, Ill., U. S. A.

Capacity, 24 lbs.

No. 24. Steel Top

No. 20 Scoop.

No. 22 Scoop with flat form.



In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE.**



For the 5 and 10 Cent Counter

ABSOLUTELY NEW

A Shelf Bracket

WITH SCREWS ATTACHED

A New Feature. By means of the ingenious device (patent applied for) illustrated herewith, **the Screws for each Bracket are attached to the Bracket itself.** This method of packing the goods has been found to be a great convenience where a large counter business is done. **The Clerk** can attend to an increased number of sales.

The Customer will not reach home to find that the wrong sizes have been put up, or perhaps that the screws have been omitted altogether.

Write for circulars showing full line of Brackets, Coat and Hat Hooks, Spoons, etc.

THE ATLAS MFG. CO., New Haven, Conn., U. S. A.

New York Representatives: J. C. McCARTY & CO., 10 Warren St.

Matchless as to Operation, Convenience,
Safety, Durability



Our
Distance
Gas
Lighter

BOOKLET ON REQUEST

Oakman Manufacturing Company

45 MURRAY STREET
NEW YORK

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE.**

For the Gasoline Season

Your customers eat TOAST in the summer as well as in the colder months when the coal or wood stove is working, and the fact that the STANDARD TOASTER will make crisp, brown, delicious toast over an ordinary gasoline flame, will help you not a little in selling gasoline stoves.

The STANDARD TOASTER

Toasts bread equally well over a gas, gasoline, coal or wood stove.

The Handsome Display Stand COSTS YOU NOTHING. Ask your Jobber to include one with your next order. If he will not supply you, ask us.

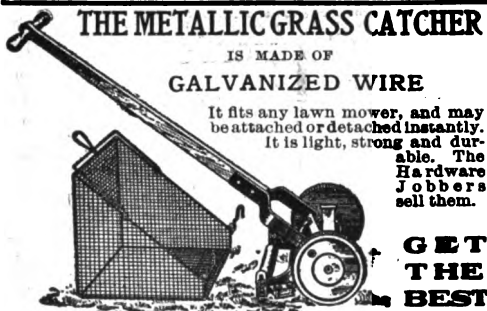
The STANDARD STAMPING CO.
MARYSVILLE, O.



THE METALLIC GRASS CATCHER

IS MADE OF
GALVANIZED WIRE

It fits any lawn mower, and may be attached or detached instantly. It is light, strong and durable. The Hardware Jobbers sell them.



GET THE BEST

Address PERRY DIXON CO.
334 North First Street, MINNEAPOLIS, MINN.

Easy Emptying Grass Catchers

are now made with

Galvanized Steel Bottoms

having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower, and are guaranteed to give entire satisfaction. Sold through Hardware Jobbers. Manufactured by



The Specialty Mfg. Co.

St. Anthony Park, Minn.

OSBORN



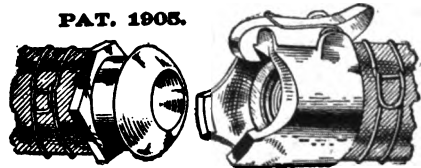
LAWN MOWER SHARPENER

Simple in Construction. Always Ready for Use. Write for Price.

THE OSBORN MANUFACTURING CO.
CLEVELAND, O.

IT'S A SNAP

PAT. 1905.



HOSE COUPLING

WARRANTED TO WORK
IT SELLS

It Comes in a Box That Shows It

A SAMPLE FREE TO ANY DEALER.

Send for descriptive circular and prepaid prices to Retailers. If you see the sample you will want a gross.

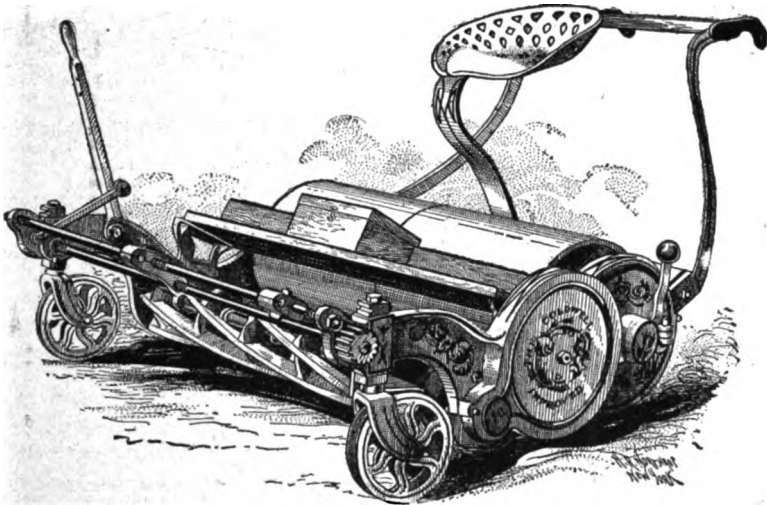
Manufactured at Peoria, Ill. Mail orders filled from Boulder
NELSON & MORRISON MFG. COMPANY, Boulder, Colorado

In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE**.

COLDWELL.

HORSE

Lawn Mowers



COLDWELL'S IMPROVED HORSE MOWER.

Used exclusively on the Parks of GREATER
NEW YORK and by 90 per cent. of the
GOLF CLUBS of AMERICA

SEND FOR

1906 CATALOGUE
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.



Patented

SOON you will buy some of our improved ASH and GARBAGE CANS. Because they have no rivets to pull out, linked hoops to pull off or thin bottoms to rust out; galvanized after assembling

"Body is one piece, having ten flutes inside of which are $\frac{1}{4}$ inch iron rods run through holes in solid top and solid bottom, making it impossible to pull the bottom and top apart." For full particulars write to:

THE ARROW CAN COMPANY

SOLE MANUFACTURERS
35 WARREN STREET, NEW YORK

THE ARROW CAN



Our Specialty

Goods Well Displayed Are Half Sold When On

Best Portable Revolving Whip Rack and Display Stand

Ornamental as well as useful. Displays from $\frac{1}{2}$ to $1\frac{1}{2}$ Gross Whips. Has a Revolving Shelf for Displaying Oils, Grease, Soap, Dressing, Powders, Liniments, Gall Cure, Combs, Brushes, etc., etc. The only Perfect Whip Rack ever made. Shelf is worth half the price of the rack. Whips hanging by the point keep straight, cannot fall out and are kept in order. Gets them down and to the front, where they are seen and sold. The Best Whip Rack is made entirely of steel and iron, bolted and clamped together; is built like a bicycle. Enamelled Blue. Painted with Gilt Trimmings. Adjustable from 8 feet to 9 feet 10 inches high. Weight, 80 lbs. Boxed, 100 lbs.

Increase Sales of Whips 100 Per Cent.

MANHATTAN, MONT., Mar. 31, 1906.
Mr. JOHN H. BEST, Galva, Ill.

Dear Sir—I have used your Best Portable Revolving Whip Rack and Display Stand for some time and could not get along without it.

Yours truly,
J. F. OGLE.

MISHAWAKA, IND., Apr. 2, 1906.
Mr. JOHN H. BEST, Galva, Ill.

Dear Sir—We consider the Best Portable Revolving Whip Rack and Display Stand the best on the market. We have doubled our whip sales since we installed it.

Yours truly,
O. E. LANG & CO.

Write for Catalogue and Prices

JOHN H. BEST

518 North St., Galva, Ill., U. S. A.



A KEEN SCYTHER which holds its edge is a tool much sought for. This will be found in an

IMPORTED SWEDISH SCYTHER

They are light as a feather, bend without breaking, reinforced and provided with a wide heel. The cutting edge lies imbedded and protected between two layers of softer steel, hence it must be ground from both sides.

They embody every feature of the best American and Swedish makes and are built for American trade. Fully warranted.

Allow us to mail you one free of charge, try it with your best customer now and we are confident of your trade for next season.

Write to-day for full particulars and samples. Will send samples retailing for \$2.50 free on request, you paying express charges. Yours truly,

ALFRED ANDRESEN & CO.

1304 WASHINGTON AVENUE, SOUTH
MINNEAPOLIS, MINN.



SEND FOR
CATALOGUE

Ames Sword Company

CHICOPEE, MASS.

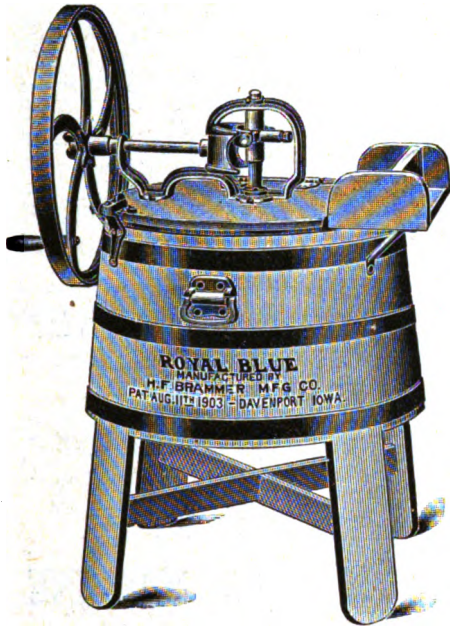
MANUFACTURERS OF

PATENT PERFECTION PADLOCKS

ALL SIZES

Half Inch to Two and a Half Inches

In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.



NOW IS THE TIME!

Don't wait until to-morrow
but write at once for the
exclusive agency for the

Royal Blue Washing Machine

Finished in natural color of wood.
Hoops and castings painted
with Royal Blue Enamel

H. F. Brammer Mfg. Co.

1469 W. 2d Street, DAVENPORT, IOWA



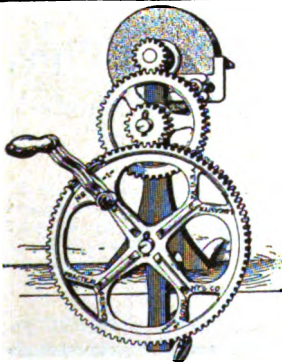
Wrings the Mop dry.

Peerless
Iceland
These are the
freezers that sell

Both feet rest firmly on the floor—
no danger of upsetting bucket and
wetting feet. *Pressure* that wrings
mop is from a *spring*, not from the
foot. Two springs, one on either side
are independent of each other, pres-
sure adjusts itself to any uneven-
ness of mop—wrings all of mop
thoroughly.

Tub is strong and extra braced. Rollers are
solid maple and *never* stick. Attractively
labeled—make good display in your store—
sure to please customers. *Ask your jobber.*

THE DANA MFG. CO., Cincinnati
10 Warren St., New York



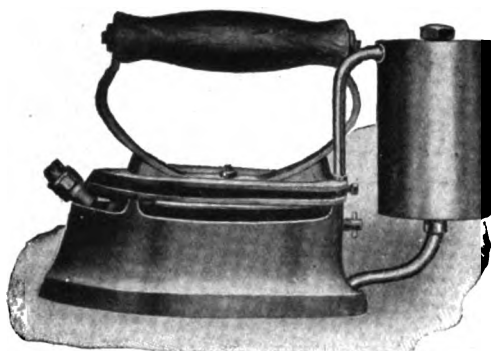
BEATS THE GRINDSTONE TEN TIMES OVER HAND POWER AND FOOT POWER GRINDERS AND TOOL SHARPENERS

Alundum Grinding Wheels. Consumers need this kind every day in
the year. Four Sizes. Write for Catalogue.
Discount to the Trade.

ROYAL MANUFACTURING CO.,

208 East Walnut Street, Lancaster, Penna., U. S. A.

In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.



ONE OF OUR SPECIALTIES
CORONA FLAT IRON Costs but little
 Saves a lot

No stove needed. No time lost walking about changing irons. No clothes scorched. The heat regulated to suit—and it stays "just right." ALWAYS CLEAN it can't SMUT or STICK 'cause it heats from the INSIDE.

CONVENIENT. ECONOMICAL.
 Well, rather; ready for use in a minute. Can be used anywhere—out of doors as well. A cent's worth of common stove gasoline lasts for several hours ironing. **ALL PARTS INTERCHANGEABLE. IT IS BUILT LIKE A WATCH.**

The housekeeper wants it. Our circular "Something Better" tells you why.

DUPLEX MFG. CO., 40-42 W. Quincy St., Chicago, Ill.

The "SHAMROCK" force-feed Lubricator, solves the problem of perfect mechanical lubrication. Soon ready for the market.



THE SMILE

THAT WONT COME OFF

Is always worn by the **THRIFTY HOUSEWIFE**
 who uses a

WHITE LILY WASHING MACHINE

Write for
 Exclusive Agency

White Lily Washer Co.

TOLEDO, OHIO
 DAVENPORT, IOWA

GET OUR PRICES ON

Metal Ceilings

**Tin Plate, Eaves-Trough, Conductor Pipe,
 Charcoal Iron Tin, Cornice, Skylights,
 Finials, etc., before buying**

J. H. ELLER & CO.
 CANTON, O.

In answering advertisements it is desirable that you mention HARDWARE DEALERS' MAGAZINE.

SANITARY



PARAGON WASHER

Important
Notice

STILL WAY BEHIND!

but with increased manufacturing facilities we hope to catch up with orders by July 15th.

We owe our success to the unequalled merits of our machine and to the efforts of 3,000 enthusiastic Hardware Dealers, who appreciate a meritorious article.

BE SURE

to send for our 20 page Art Catalogue. It will open your eyes.

PARAGON MFG. CO.

543 Monadnock Block, CHICAGO
1176 3rd Avenue, NEW YORK

Absolute protection of Dealers guaranteed.

Two of the World's Winners

The MAJESTIC
WASHING MACHINE

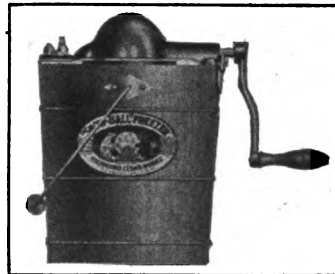
We Manufactured
and Sold 41,430
MAJESTICS in 1905
beside many other
makes.

Does that tell
the story?

We will verify these
figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the Majestic is made of selected Virginia White Cedar, and will stand the action of water a life time. It is bound with our celebrated Electric-Welded Wire Hoops, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say

The SNOW BALL



FREEZER

AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the Snow Ball Freezer. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of Virginia White Cedar, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are **JOBBER** or **DEALER** write
to-day for particulars and prices which will
surprise you.

RICHMOND CEDAR WORKS.
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

Eagle Mop Wringers and Buckets Combined

"AHEAD OF THE REST"



The "JUST AS GOOD" is not yet made. Our line is the standard of Comparison, the Highest point of Mechanic's skill. To appreciate their Merits, you must see them. We enjoy the proud distinction of being the LARGEST manufacturers in this line. Our SALES are GREATER than the COMBINED sales of all others. The reason is that the EAGLE has better features, is more PRACTICAL and built better than others. To be had from all Jobbers. A Catalogue for the asking.

Ohio Detachable Mops Are Supplanting All Others.

No Cotton Wasted.
Cannot Pull or Rot Off Handle.
For Simplicity and Durability are Unexcelled.
We Guarantee Their Construction and Full Weight.
Are very simple, cotton being clamped with a positive grip by wire which will not break or rust.
Every head comes ready for attachment.
They cover more floor space and outlast the old style round mop of equal ounces.
They are the only perfect Mop Heads and Handles offered to the trade, and we are justified in stating they are the BEST.
Jobbers all over the country taking on this line; ask them.



EAGLE COOPERAGE WORKS,
Sole Manufacturers,

CIRCLEVILLE,

OHIO, U. S. A.

We Manufacture a Choice Assortment of Strictly
High-Grade

AIR-TIGHT HEATERS



Get Our Catalog and Prices

The B. C. BIBB STOVE CO.
101 to 109 Light Street, - BALTIMORE, MD.

This

Trade



Mark

Guarantees

Satisfaction

THE "WHITE" MOP WRINGERS

Satisfy Everybody

because they wring the mop perfectly. Others, failing to do this, depend on "talking points." The "White" talks for itself. When a man offers you something "better," or "just as good for less money," invite him to the wringing test.

Ask your jobber for the "White." Send for Booklet.

WHITE MOP WRINGER CO.
Fultonville, N. Y., U. S. A.
(Formerly Jamaica, V.)

Beware of Infringements



BISSELL

Established in 1876

The BISSELL is the Only Carpet Sweeper in the World

Sold under a sincere, unwavering Fixed Price System that insures to both jobber and retailer a good profit. No matter how cheaply you buy a commodity, unless the selling price both wholesale and retail is fixed and rigidly enforced, there is absolutely no assurance whatever of profit, as the article is liable to be retailed any moment for less than you paid for it. The Bissell Sweeper not only insures you a good profit, but has a salability no other sweeper possesses.

Write for our special Fan Offer, now in force

Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

(Largest Sweeper Makers in the World)

Branches:

NEW YORK	LONDON
• 25 Warren St.	38 Wilson St., Finsbury, E. C.
TORONTO	PARIS
18 Pearl St.	42 Rue des Vinaigriers



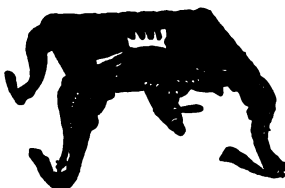
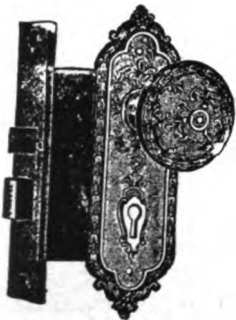
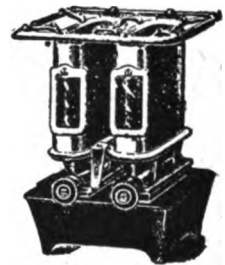
The Taylor & Boggis Foundry Co.

CLEVELAND, O.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS. BUILDERS' HARDWARE,

Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes Hardware Specialties.

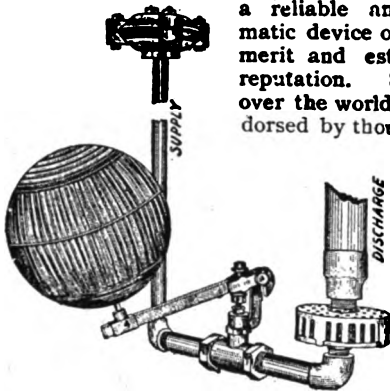


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WET CELLARS

Positively, permanently and economically drained by the

Gilmax Gellar Drainer,



a reliable and automatic device of proven merit and established reputation. Sold all over the world and endorsed by thousands of users.

Circulars, prices, and full information on application to the sole m'rs,

The C. M. Kemp Mfg. Co.,
BALTIMORE, MD.

Also manufacturers of Climax Gas Apparatus, Climax Ratchet Stock, Climax Soil Pipe Testing Plug, Pipe Visés, &c.

WHY NOT ?

Make Larger Sales, Receive Bigger Profit,
Have Better Satisfied Customers

PARAFELT RINGS

(for Mason Jars)

Are better, cleaner, surer, more durable, more economical, close more readily, seal more securely, open more easily than any jar ring ever made. These are some of the reasons why you will find a quicker sale for them than for any others. Here's one from among numerous testimonials:

OREVILLE, OHIO.

Permit me to say that the Parafelt Rings purchased last season gave perfect satisfaction. For simplicity and economy you have the best thing I have seen.

GEO. H. IRVIN, M.D.

Put in a sample order and watch your customers come back for more.

The Parafelt Manufacturing Co., Williamsburg, Pa.

WE PAY THE FREIGHT



MULLION WINDOW PULLEYS

Guaranteed Superior to any other Mullion Window Pulley made. Accepted on Government Buildings. Send for complete descriptive catalogue and price list.

GARDNER

SASH BALANCE CO.

119 Monroe St., CHICAGO



No. 32 Torch,
\$3.25 Net.

Better Examine Our Line

of fire pots and torches. You will find in it just what you need for the purpose. The No. 32 Torch is without question the best quart combination torch ever made and we can prove it even if

Bill Jones is dead. Try one. You run no risk as our guarantee "Your money back if you are not pleased" protects you. Jobbers supply at factory price, or we will ship direct if cash accompanies your order. Our catalog is free. Ask for it.

CLAYTON & LAMBERT MFG. CO.

Detroit, Mich., U. S. A.



HORSESHOE MAGNET HAMMERS

For Bill Posters, Traveling Advertisers, Undertakers, Upholsterers, etc. Observe Trade Mark

Also Tack Hammer size for household and general use. Fine steel, perfectly made, warranted strong, permanent magnets.

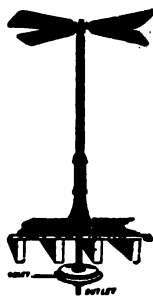
ARTHUR R. ROBERTSON, Patentee and Sole Manufacturer
144 OLIVER STREET, BOSTON, MASS.



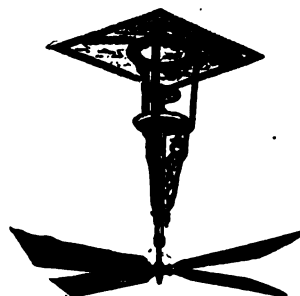
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JUNIOR WATER DESK FAN.
Write for Catalogue No. 35
INDIANA FAN CO.
Successor to Specialty Mfg. Co.



FLOOR COLUMN WATER FAN.



CEILING FAN.

WATER FANS, CEILING FANS, WATER MOTORS

INDIANAPOLIS, IND., 32-36 East South St.

Manufacturers
of the
Famous

**Nova
Scotia
Grind-
stones**

For sale at
898 West-
minster St.
Providence, R. I.



It's in the Grit

A substantial Grindstone
Frame is important, but
how much more necessary
is a good Grindstone?

It is the Grit That Grinds

We alone manufacture
genuine Berea Grind-
stones, there is no better
grit.



THE CLEVELAND STONE CO.

Cleveland Chicago New York Boston



Pat. Applied for.

THE PORTER CHOPPING KNIFE, COOKIE and BISCUIT CUTTER COMBINED

AND

THE MAGIC PLATE CLEANER

two good selling, profit bearing articles in the line of household furnishings.

Made by

Watson-Porter-Watson Company, Ltd.

UNADILLA, MICH.



Pat. Applied for.



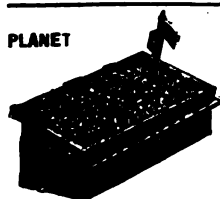
The Strainer Season

is at hand and you had better
stock up with this staple article.
We are extensive manufacturers of this line
of goods, and we ship promptly. Write us
for prices.



ROSELAND CAN & SPECIALTY CO., Rockford, Ill., U.S.A

PLANET



R. F. D. Mail Box with
Patented Automatic Flag
Signal. Made of 20 gauge
galvanized steel. Each box
warranted. \$5.40 per doz.

Sanitary Adjustable
Strainer Pail
IX Charcoal Tin

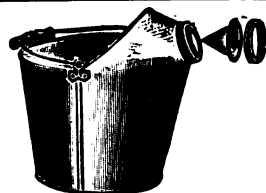
12 Qt.	\$4.50
14 "	5.00

Jobbers Sell at Factory Prices. Ask them.

SMITH BROS. MFG. CO.

246-254 E. Kinzie St., Chicago, Ill.

Indianapolis, Ind.



In answering advertisements it is desirable that you mention **HARDWARE DEALERS' MAGAZINE.**

Canning Conveniences



Will be in demand next sixty days.

WE ARE HEADQUARTERS FOR

PRESERVING
KETTLES
SAUCE PANS

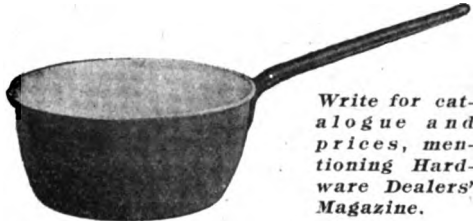
LADLES
CULLENDERS
SPOONS, Etc.

Lava and Volcanic Enameled Ware

IS DEPENDABLE—QUICK SELLING—SATISFACTION GIVING

The Cleveland Stamping & Tool Co.
CLEVELAND, OHIO

J. J. COMSTOCK, Agent, 40 Dearborn St., Chicago
ROBT F. HALL, Portland, Ore., Pacific Coast Agent
SPENCE MFG. CO., Agent, St. Paul, Minn.



Write for catalogue and prices, mentioning Hardware Dealers' Magazine.

The Briscoe System

FROM MANUFACTURER TO DEALER DIRECT

Proven a Merchandising Triumph

We sell to only one merchant in a town—our exclusive agent on all lines.

You don't have to buy any particular amount to hold the agency.

Our product is almost entirely confined to the better grade of goods.

The advertised label makes the agency worth having—establishing plainly and visibly to the consumer the superiority that is really in our goods.

We sell only by correspondence and catalog—no travelers—and don't sell consumers, catalog houses or jobbers.

Our catalog gives net delivered price, and our entire system is designed to be of assistance to the merchant in every way.

We try to be a little more than fair with you in every transaction.

As to our prices—well, they speak for themselves. Study them.

We pay the freight.

SEND FOR OUR LATEST CATALOGUE OF

O-Rib-O Heavy Galvanized Ware (labeled)

Turquoise Enameled Ware (labeled)

Briscoe Tin Ware (labeled)

O-Rib-O Air Tight Hot Blast Stoves

Japonay Enameled Ware (labeled)

Briscoe Oil Stoves and Briscoe Lawn Mowers

Our Exclusive Agency Yours for the Asking—if You Are First

BRISCOE MFG. CO.,

Main Office, Detroit, Mich.

FRIEDLEY-VOSHARDT CO.

(Incorporated)

MANUFACTURERS OF
ARCHITECTURAL SHEET METAL,
ORNAMENTS, ART METAL CEILINGS,
FINIALS, CRESTING WEATHER VANES, GAL-
VANIZED STEEL TANKS FOR ALL PURPOSES.

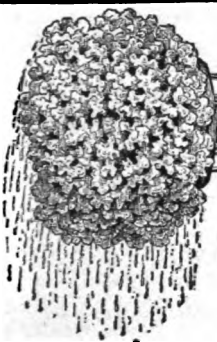
WITH A FULL LINE OF
Sheet Metal Roofing, Conductor Pipe,
Eave Trough, Sheet Copper, etc.

SEND FOR CATALOGUE NO 17.

194-204 MATHER ST., CHICAGO, ILLS.



ARDREY VEHICLE WASHER



Patented
Aug. 15,
1905.

Cleans autos, carriages and wagons quickly and thoroughly.

Made of solid brass. Fits any ordinary hose coupling, so clean water, constantly flowing through it, immediately removes dirt and grit from sponge. Impossible to injure most delicate finish. Hands do not come in contact with water; no splashing, no spattering. Booklet FREE for asking.

ARDREY VEHICLE WASHER CO.

123A Main St. E.,

Rochester, N. Y.



Attached to hose.

Most desirable for shops, round-houses, wagons, or out-door use. Good article for the plumber and tinner. Strong, white light. Gives universal satisfaction.

Has improved burner. Strongest wind cannot quench.

Write for prices, etc.



Berger's Improved Gasoline Out-door Torch

No wick to trim, no smoke, trouble or danger.

Descriptive matter for the asking.

Capacity, one gallon gasoline—Burns eight hours.



THE BERGER MFG. CO.

CANTON, OHIO

BERGER'S "CLASSIK" STEEL CEILINGS



Best for Storerooms

"Classik" steel ceilings are the most widely known and advertised. We make it easy for the dealer to sell them. Adapted to plaster or wood in old or new buildings. Awarded the gold medal at St. Louis Fair.

EASIEST TO SELL EASIEST TO ERECT

We also make Metal Roofing, Siding, Tin Plate, Solder, Corrugated Iron, Cornices, Finials, Sky-lights, and everything in sheet metal architectural work.

Send us your plans for estimate.

THE BERGER MFG. CO., Canton, Ohio

**WILSON BREAD TOASTER**

For Gas, Gasoline and Oil Stoves. The best selling Toaster on the market, because the most Practical and Hygienic. Toasts four slices at once and Steeps Coffee or Poaches Eggs at same time. Heats four Baftrons.

WILSON TOASTER MFG. CO.
Ferguson Building, Pittsburgh, Pa.

**OSGOOD SCALES**

Popular High Grade Goods
at Right Prices. - Send
for Catalogue & discount Sheet

attractive Storehanger Free!

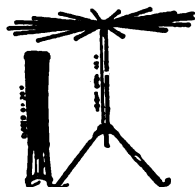
OSGOOD SCALE CO. Binghamton, N.Y.

Mr. Hardware Manufacturer

How do you mark your goods? In the old-fashioned way? If so, we can interest you. Write for catalogue 600-M which describes our method fully.

DWIGHT SLATE MACHINE CO.,

Hartford, Conn., U. S. A.



**UMBRELLA
CLOTHES BARS
ARE THE BEST.**

Ask for Prices.
MARTCROSS COMPANY,
40 Dearborn St., Chicago, Ill.



Arnold Steam Cooker
is guaranteed superior to all others. Has more reputation behind it than any other cooker on the market. Dealers should get in on the ground floor with the **ARNOLD** because the most people know its merits.

Wilnot Castle Co.
81 Elm St., Rochester, N. Y.

**PENNSYLVANIA
LAWN MOWERS**

Supplee Hardware Company
PHILADELPHIA

TRADE "Never Leak" One Drop Oil Can MARK



Retails at 10c. Each.

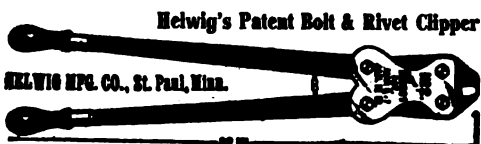
selling other articles. Like a fountain pen, 8 1/4 inches long by 3/8 inch diameter. Brass Nickel Plated. The only proper method of oiling fine mechanism. Mounted on Display Card containing one dozen.

A. F. Weisselbach & Bro., Mfrs., 32-38 Prospect St., Newark, N. J.

"COLUMBIA" CAN OPENER

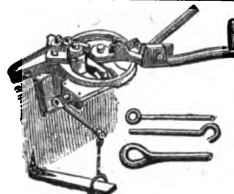
High Grade, Tempered Steel Blades; Never Slips
Cuts Easy, Close to Edge; Price Low.

A. F. Weisselbach & Bro., Mfrs., Newark, N. J.



HELVIG MFG. CO., St. Paul, Minn.

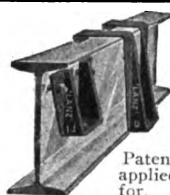
Light, Strong, Powerful, Durable. No. 1 cuts 3-4 or less; No. 2 cuts 5-16 or less; No. 3 cuts 1-2 or less; No. 4 cuts 3-8 or less. Cuts close to work. *Highest Testimonials from Jobbers and Consumers.* Send for circular.

**EYE BENDERS**

We make hand-power benders for forming eyes from stock 1 1/2 in. thick and under. Any size eye, 7 in. outside diameter and under.

WALLACE SUPPLY CO.

915 Garden City Block,
CHICAGO, ILL.

**M. Lanz & Sons**

Est. 1865. **PITTSBURGH, PA.**

Screw Strap Hinges, Harrow Teeth, Bolts, Spikes, Rods, Washers, etc. Builders' Ironwork, Cast Iron Columns, Coal Chutes, Stirrups, Post Caps, Joist Hangers, Plate and Box Anchors, etc.

ROBERT MURRAY,

24 DUANE STREET, NEW YORK CITY.

Atlantic Screw Works, Wood Screws, Henry's Pruning Shears, Etc. Maynard's Socket Shovels and Trowels. Wm. Schmitt & Co.'s Mechanics' Tools.

**CONSULT THE MOLDER
and you will handle DOBSON
MOLDERS' TOOLS**

Established 1886

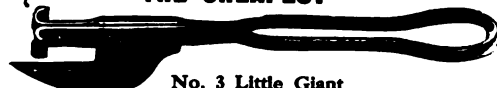
WM. DOBSON

No. 766 Canastota, N. Y.

**IRON FENCING. All purposes.**

We act with dealer and assist in closing large jobs.
Enterprise Iron Fence Co. Indianapolis, Ind.

**AS GOOD AS THE BEST AND CHEAP AS
THE CHEAPEST**



No. 3 Little Giant

F. L. ELLIS & SON, Milldale, Conn.

STEVENS & CO., 99 Chambers St., N. Y., City Agents

**Parker Wire Goods
Company**

Worcester, Mass., U. S. A.

General and Special **Wire Hardware**

WRITE US FOR PRICES

THE J. L. MOTT IRON WORKS

84-90 Beckman St., N. Y.

Fine Plumbing Fixtures

.....

Ornamental Iron Work
and Stable Fixtures

.....

Boilers and Radiators for
Hot Water and Steam

.....

Ranges and Hot Air
Furnaces

To Manufacturers:

An excellent opportunity
is offered to introduce your
products in all parts of the
world by the

**Permanent Exhibition
at Amsterdam (Holland)**

For space and particulars apply to

C. C. ABEL & CO.

114 Broad St.

New York

TURNBUCKLES



MERRILL BROS., BROOKLYN, N. Y.

PATENTS

HUBERT E. PECK, 825 F St., N. W., Washington, D. C., Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patents Applications."

What Is Daus' Tip-Top?



TO PROVE that Daus' "Tip-Top" is the best and simplest device for making 100 copies from pen-written and 50 copies from typewritten original, we will ship complete duplicator, cap size, without deposit, on **ten (10) days trial.** Price \$7.50 less trade discount of 33 1/3 % or **\$5 net**

Felix G. M. Daus Duplicator Co. Daus Bldg. 111 John St. NEW YORK CITY.

"GLOBE" VENTILATOR

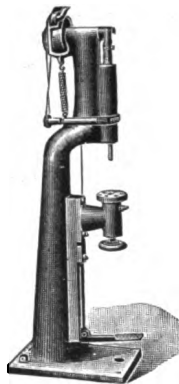
and "Globe Ventilated Ridging" are
Simple, Symmetrical, Storm
Proof, Satisfactory



Copper, Galvanized Iron and with Glass Tops.
Send for Blue Print, Catalogue or Model.
Manufactured by

Globe Ventilator Company
TROY, N. Y.

RIVETING MACHINE



Automatic Wire Straight-
eners and Cutters
Riveting Machines
Cotter Pin Machines
Buckle Tongue Machines
S Hook Machines
Cold Roll Swaging Ma-
chines
Staple Machines
Butt Milling Machines
Butt Drilling Machines
Sprue Cutters
Special Automatic Wire
Forming Machinery

The F. B. Shuster Co.

Formerly John Adt & Son
New Haven, Conn.

CLENDENNIN BROS., Baltimore, Md., Soldering Cop-
pers, Copper Nails and Tacks, Copper Rivets and
Burs, Brass Shoe Nails, Iron Cobbler's Nails, Sheet
and Ingot Copper, Shoe Tacks.

TRAVELING SALESMEN to sell the latest, up-to-date floor
hinge as a side line to retail hardware trade only;
liberal commission. Address, giving reference and
territory covered, Box C., care Hardware Dealers'
Magazine, 253 Broadway, New York.

FOR SALE -Patent Rights on Detachable Combination
Colt Halter and Weaner. This is a practical halter
and guaranteed to wean colts. Address L. & B.,
Box 34, Kingfisher, Oklahoma.

SEND for Optical trade catalogue, including compasses
magnifying glasses, etc. L. Manasse, 88 Madison
street, Chicago.

GIVING NAME, ADDRESS, GOODS ADVERTISED AND PAGE REFERENCE.

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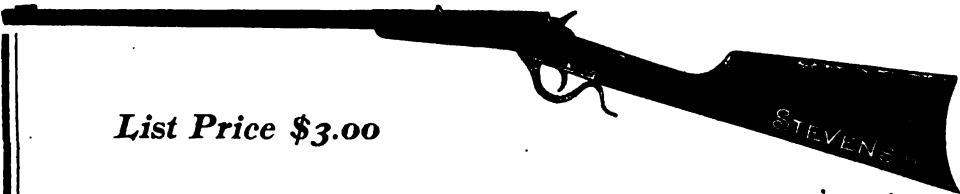
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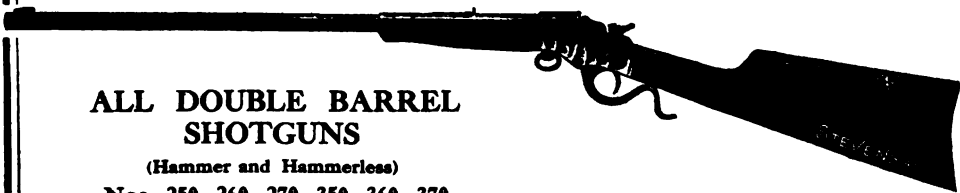
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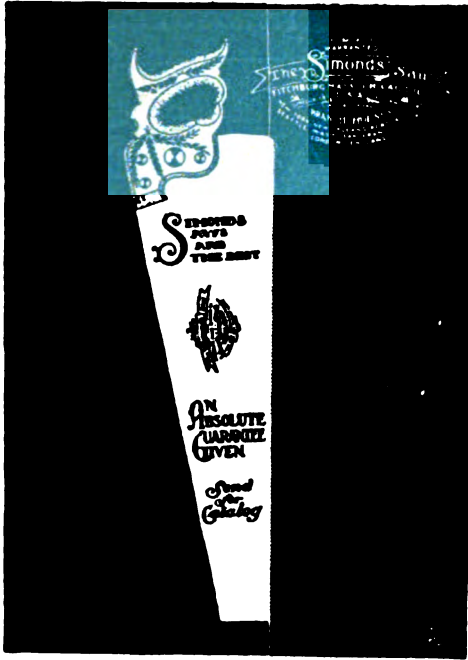
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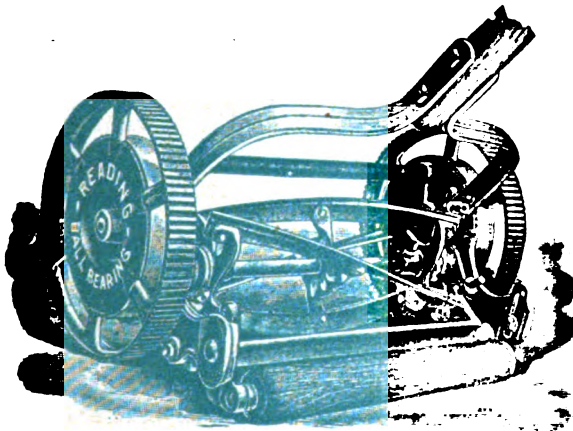
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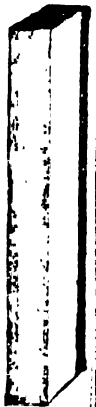
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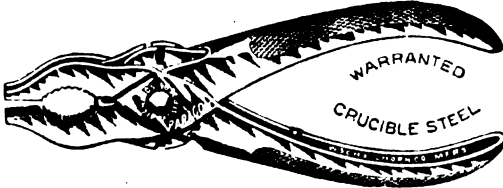
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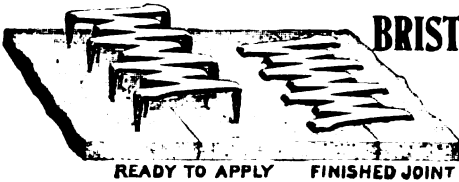
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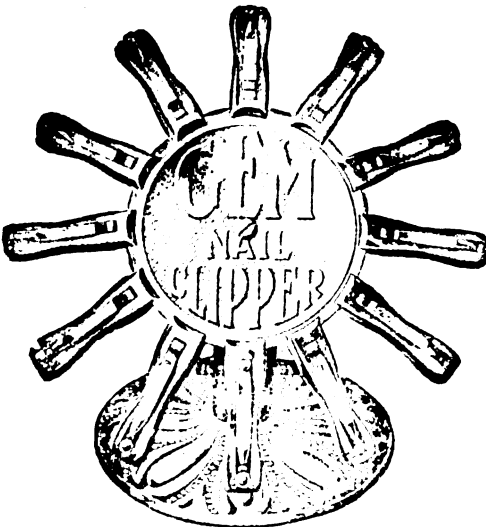
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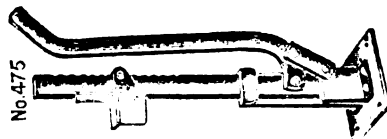
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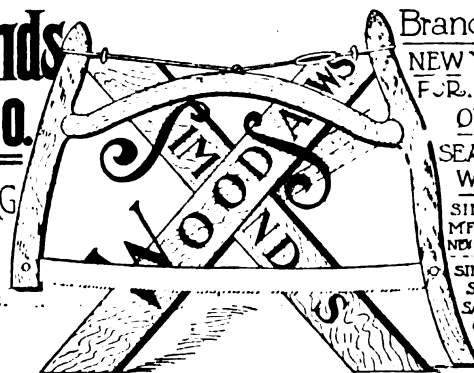
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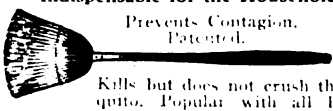


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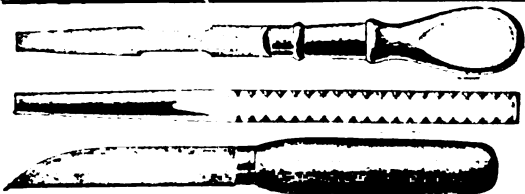
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All goods subjected to a most rigid system of inspection before being packed for shipment.

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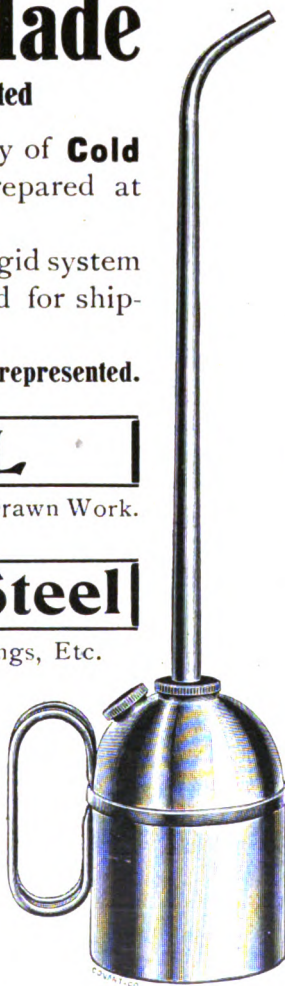
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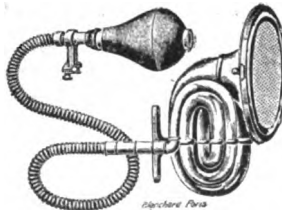
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- Tags for your use.

- Package Labels for your use.
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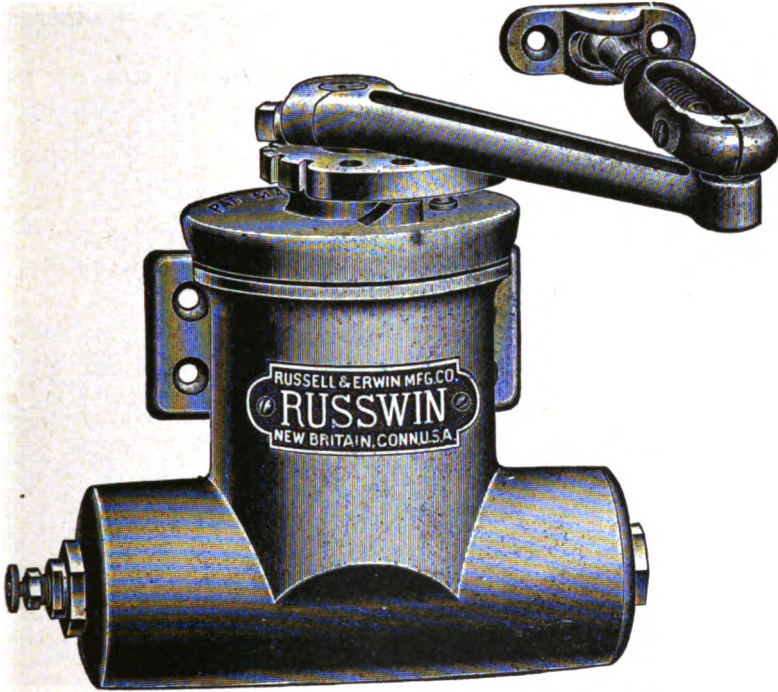
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NEVER DONE BEFORE**

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"GEM"
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THEY ARE

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In Demand
Easily Sold
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Of Known Reputation

THEY EXCEL IN

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Economy
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Practical Results



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Send for 1906 Freezer Book



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Ask your Jobber about them
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Quick, Simple,
Sanitary.

X-Ray View.



Use on any
kind of Stove.
Uniform in
Results.

Price \$3.00
and upwards.

Made of Pure Aluminum.

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mixes and kneads Bread in three minutes. The hands do not touch the dough. Simple, Easy, Sanitary. Does away with hand kneading and Makes Perfect Bread.

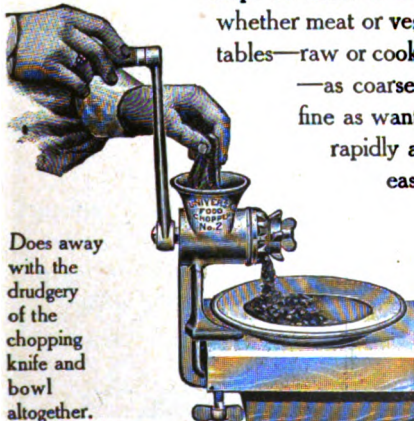


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1904.

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whether meat or vegetables---raw or cooked
---as coarse or
fine as wanted
rapidly and
easily.



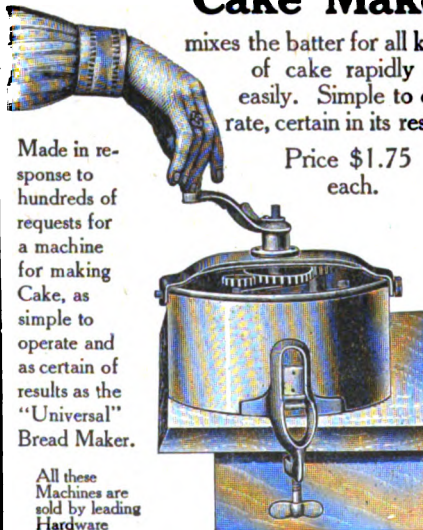
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with the
drudgery
of the
chopping
knife and
bowl
altogether.

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mixes the batter for all kinds
of cake rapidly and
easily. Simple to operate,
certain in its results.

Made in response to
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requests for
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for making
Cake, as
simple to
operate and
as certain of
results as the
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Bread Maker.

Price \$1.75
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Hardware
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Squares That Are "On the Square"

FOX'S ALL STEEL TOOLS

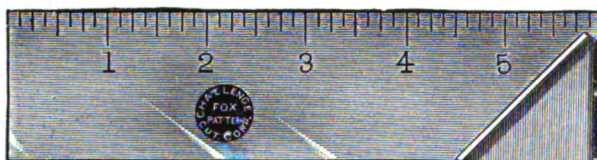
Made by Challenge Cutlery Corporation, Bridgeport, Conn.
All Are Absolutely Accurate.

Retailers:

Ask your Jobber
about this line!
He has it!



No. 5.—Gauge Square, 6".

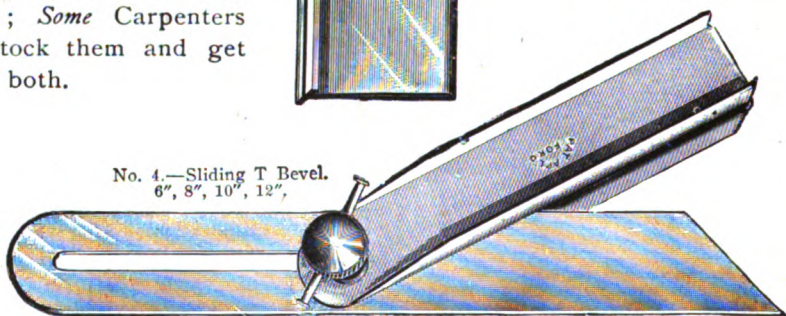


No. 2.—Miter Square. $4\frac{1}{4}$ ", 6", 8".

All Carpenters use some of these tools; Some Carpenters use all. Stock them and get the trade of both.

Jobbers:

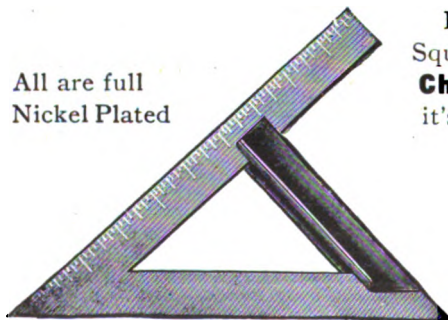
Write for prices, if not handling the line.



No. 4.—Sliding T Bevel.
6", 8", 10", 12".

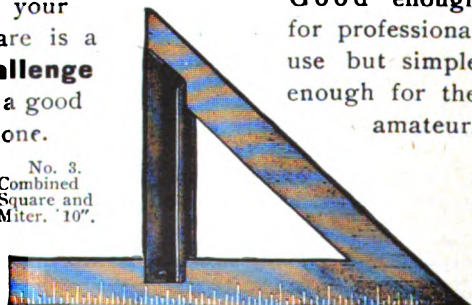
QUALITY HIGH, BUT CAN BE SOLD AT POPULAR PRICES

All are full
Nickel Plated



If your
Square is a
Challenge
it's a good
one.

No. 3.
Combined
Square and
Miter. 10".



Good enough
for professional
use but simple
enough for the
amateur.

WIEBUSCH & NILGER, Ltd., Sole Agents
9 to 15 Murray St., New York San Francisco Office, HUGHSON & MERTON

Reasons Why

"THE PERFECTO" is THE SCREW DRIVER

BLADE extends entire length of handle. Is squared at butt end and is riveted into square hole in **THICK STEEL NUT**. The nut is countersunk into wood in end of handle.

FERRULE.—Steel with heavy reinforced collar.

STEEL PIN securely fastened through ferrule, handle and blade allows of no looseness or twisting of blade in handle.

HANDLE knurled and nicely polished. Gives the *best grip* of any screw driver on the market.

Blade and ferrule highly polished.



Blade Forged and Oil Tempered

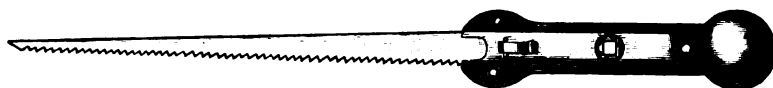


Above shows entire construction of the "Perfecto"

SIZES: 2in., 3in., 4in., 5in., 6in., 7in., 8in., 10in., 12in.

EVERY ONE OF THESE DRIVERS STRICTLY WARRANTED

No. 1489 KEYHOLE SAW.



7in. Blade

This handle fits the hand. Special clamp holds blade securely and releases it quickly when opened. Note the wrench on handle for $\frac{1}{4}$ in. and $\frac{3}{8}$ in. nuts.

Write for Catalogue and Prices

The Bridgeport Hardware Mfg. Co.

BRIDGEPORT, CONN., U. S. A.

ARE YOU?

Pushing your business ?

Making Money ?

Increasing your Profits ?

Enlarging your Store ?

Advertising Bargains ?

IF NOT

You should and can by asking
for a copy of our catalog which
will be sent you monthly.

Costs you nothing and shows
you how to do it. Will you
try it ?

THE

Jacob J. Vollrath Mfg. Co.

Sheboygan—Chicago—New York

World's Largest Exclusive Sheet Steel and Cast Iron Enameled Ware Works

“Niagara” COW TIES

OHIO PATTERN

Are used in all first-class dairies, as they provide for the safety of the animal as well as presenting a handsome appearance.



Equipped with two toggles and free working swivel that will not stick on account of rust.

Order early for the Fall demand.

MANUFACTURED BY
ONEIDA COMMUNITY, LTD.

Dept. I.

ONEIDA, N. Y.

ALSO

NIAGARA FALLS, ONT., CANADA

VROOMAN'S PEERLESS PATENT SANITARY SINK STRAINERS

Are now made and distributed by

THE ANDREWS WIRE AND IRON WORKS
ROCKFORD, ILL.

Send your orders direct to them for either **PLAIN TIN, JAPANNED TIN or VITREOUS ENAMELED.**

**KEEPS
SINK
CLEAN**



**Utility
Quality
Durability
Adaptability**

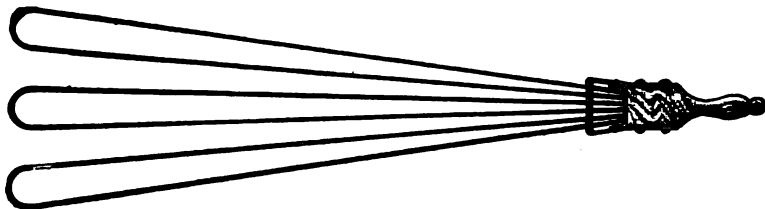
NEAT AND VERY ATTRACTIVE
CAN BE USED IN ANY SINK WITH STAND



Its Utility and Superiority are Well Known

We are also makers of a large line of wire goods.

HAVE YOU TRIED OUR No. 45 IDEAL CARPET WHIP?



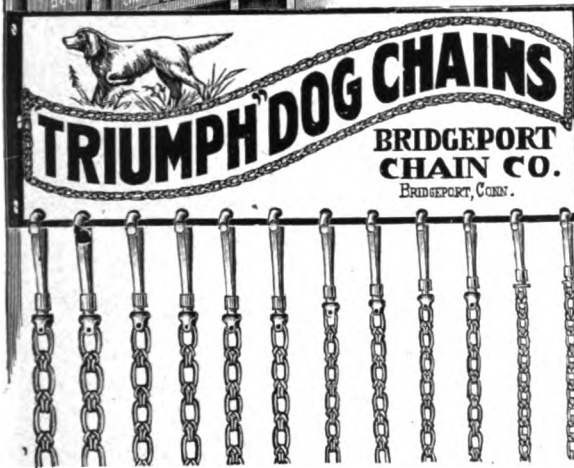
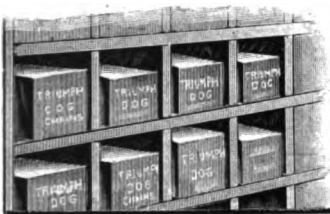
MADE OF No. 12 COPPERED STEEL SPRING WIRE.

This is positively the Best Carpet Beater made. The handle will not come off. It is riveted on. If you do not have our catalog let us hear from you.

ANDREWS WIRE AND IRON WORKS
FACTORY STREET **ROCKFORD, ILL.**

MR. RETAILER

**This Beautiful Display Rack
Free and Prepaid**



YOU CAN DISPLAY your
Dog Specialties without
fear of rust if you specify
"Triumph."

Triumph Kennel
Chains and Dog
Leads in "A-R"
(anti-rust) finish
only.

The above dis-
play rack or holder
will be sent you in
exchange for your
business card and
name of your job-
ber.

**THESE HOLDERS MAKE SALES
Better Send Now**

FURNISHED ONLY BY

Bridgeport Chain Co.

BRIDGEPORT, CONN., Makers

WIEBUSCH & HILGER, Ltd., NEW YORK, N. Y.

DISTRIBUTORS



THE MANY-USE OIL

Sells at a Profit of
100 to 150% to YOU

THIS FAMOUS OIL IS "THE
STANDARD FOR QUALITY"

5 SIZES

2 oz. Bottle for home uses.
Large Bottle for office and store.
6 oz. Can, with spout, for gunners.
½ Gal. Can for Automobiles, etc.
5 Gal. Can for Garage and Factory.

THE MANY-USE OIL CO., N. Y.
Makers



JOHN H. GRAHAM & CO., 113 Chambers St., N. Y.

Sole Selling Agents

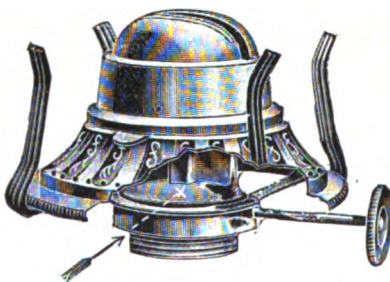
118 Holborn, London, E. C.

123 California St., San Francisco, Cal.

Copenhagen (Freeport), Denmark

AVOID FIRE !

If You Want Good Lamp-Burners, Buy



THE BANNER ALL BRASS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw-part open, so that dust, dead insects, or charred portions of wick may collect, and, becoming saturated with oil, are liable to catch fire. **Ours Don't.**

Send for our Catalogue of Burners and Lamps

THE PLUME & ATWOOD MFG. CO.

Factory: WATERBURY, CONN.

29 Murray St., NEW YORK

199 Lake St., CHICAGO

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE "STARTER" ASSORTMENT

of 5 and 10 cent goods

itemized in our August catalogue is a first class opening order for a 5 and 10 cent store "on the side."

A similar \$75 assortment in our July and August catalogues last year was ordered by many a hardware man who now KNOWS the double profit 5 and 10 cent goods can be made to pay.

Other Expert Assortments are itemized in our booklet of that name—yours for the asking. And our Expert Service Bureau (Chicago) is *yours to use* whenever you'd like our help in dealing with any storekeeping problem.

Now's a good time to consider adding a 5 and 10 cent store "on the side." Why not write to-day? The August catalogue is No. K581.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

(And MINNEAPOLIS)
Early in 1907

Samples Houses: BALTIMORE—DALLAS—ST. PAUL

Don't continue selling a Plane that's like most other Planes!

That kind of competition is too hot.

CHAPLIN'S Improved Plane is full of strong, convincing, talking points.

The unique corrugated bottom—to relieve the suction; the simple, effective Adjustment—with absolute accuracy; the specially ground, and tempered Cutting Bit—with its long-wearing qualities.

May we mail you "A 'Plane' Talk about a good Plane"?

Very interesting.



TOWER & LYON COMPANY

**95 Chambers Street, New York
Manufacturers**

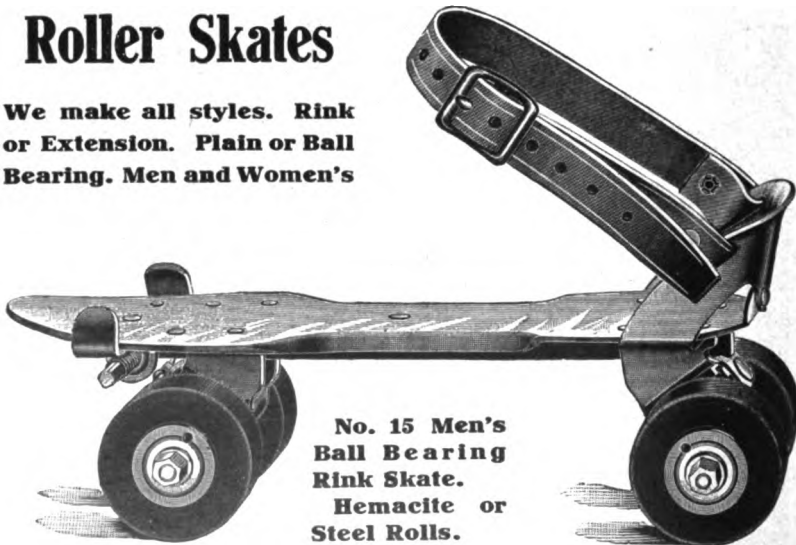
Union Hardware Company

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON CO.

Roller Skates

**We make all styles. Rink
or Extension. Plain or Ball
Bearing. Men and Women's**

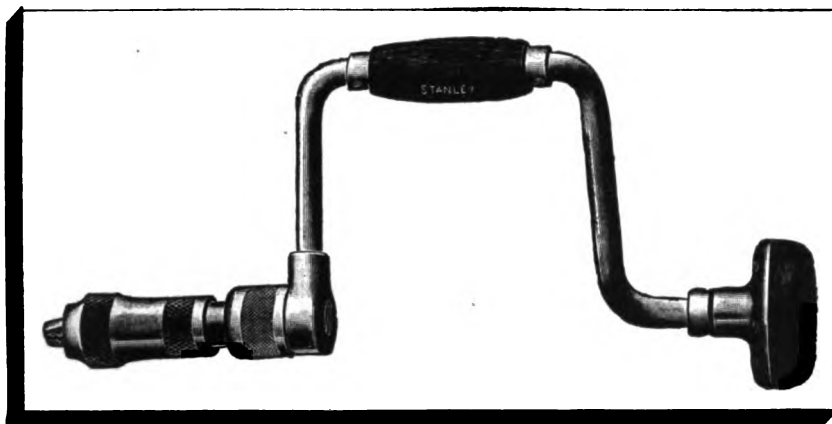


**No. 15 Men's
Ball Bearing
Rink Skate.
Hemacite or
Steel Rolls.**

SOLD BY ALL HARDWARE DEALERS

Improved Carpenters' Tools

Of the better class of **Bit Braces** the line shown in our Catalogue No. 81 is the most Complete.



Stanley Concealed Ratchet Brace

No projections—complete protection for the
Working Mechanism.

Stanley Rule & Level Co.
New Britain, Conn., U. S. A.

NEW YORK OFFICE AND EXPORT DEPARTMENT
107 CHAMBERS STREET, NEW YORK

ELECTRICIANS' TOOL CHESTS



ELECTRICIANS' TOOL CHEST, No. 1000

This is a portable Tool Chest and can be conveniently carried in the hand. It is made of Chestnut, with locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place when carried by hand. Inside measurements, 17 ins. long, 5½ ins. wide, 5 ins. deep. Price, each, \$2.75

ELECTRICIANS' TOOL CHEST, No. 1001

The No. 1001 is the same as the No. 1000, except the inside measurements, which are 21 ins. long, 6½ ins. wide, and 7 ins. deep inside. Price, each, \$3.20

No. 1000 weighs 8½ lbs. crated. Packed four in a crate. No. 1001 weighs 11 lbs. crated.
Weighs 3¾ lbs. not crated. Weighs 6 lbs. not crated.

For particulars write to **C. E. JENNINGS & CO.,** 42 Murray Street, NEW YORK

THIS IS IT BLUE BODY WITH YELLOW JACKET

The Only BLUE SQUARE with yellow graduations

For Particulars write

SOUTHINGTON CUTLERY CO.,

42 Murray Street, NEW YORK

OLDEST

ESTABLISHED 1838

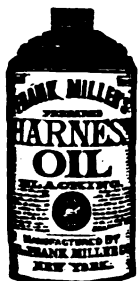
LARGEST

THE FRANK MILLER Co.

Manufacturers of the Preparations for Use on Harness Known as

"The Standard of the World"

Highest Awards, Centennial, 1876
Highest Awards, World's Fair, 1893



Harness Dressing

HARNESS OIL.

Preserves and softens the leather, consequently adds life. Compounded with pure neatsfoot oil.

The very best article of its kind. Unequaled for use by both manufacturer and owner of harness.

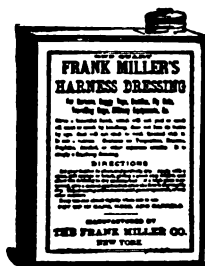
I. X. L. HARNESS OIL.

Second in quality only to our Frank Miller Harness Oil. Superior to all others.



Carriage Top Dressing.

Gives an elastic, durable water-proof gloss and is positively safe to use on finest stock.



EDGE, COLLAR AND HARNESS INKS



AXLE OIL.

Superior to Castor Oil; lasts longer and will not gum.



HARNESS SOAP.

Unrivalled for cleaning and softening the leather, absolutely pure.



Our preparations are uniform in quality and the quality the best.



The Frank Miller Co.

OFFICE AND FACTORY

349 and 351 West 26th St., NEW YORK, U. S. A. Tower Chambers, Moorgate, LONDON, E. C.

EUROPEAN OFFICE

Send for Price List and Catalogue.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Cronk Lawn Set

**MAKES THE
OLD YARD
LOOK LIKE
A LAWN**

"GET OFF" Your Knees

**Cronk's
Patent
Grass
Shears**



**CRONK'S
TURF EDGER**

**FOR REMOVING SOD
FROM EDGE OF LAWNS**

"Push It Along"



**CRONK'S ALL STEEL
ANTICLOG RAKE**

Patented March 26, 1901
May 16, 1899
June 29, 1893

**Combination Self-Cleaning Lawn
and Garden Rake. "Shake It"**

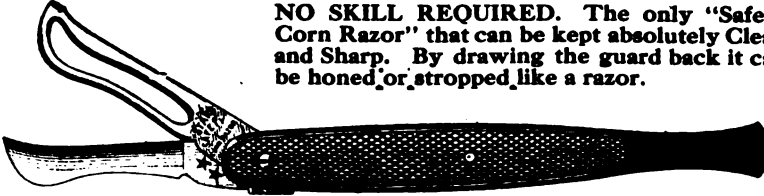
LIST PER DOZ. SETS \$24.00
(3 Tools in Set)

The CRONK & CARRIER MFG. CO., Elmira, N.Y.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

STAR SAFETY CORN RAZOR

Price \$1.00. Simple, Safe, Sure



NO SKILL REQUIRED. The only "Safety Corn Razor" that can be kept absolutely Clean and Sharp. By drawing the guard back it can be honed or stropped like a razor.

THIS CUT SHOWS GUARD PARTLY OPENED

With the first order of not less than one dozen we will furnish a black cloth show-case, doeskin lining (with a neat glass sign, as illustrated below) having six Corn Razors on display and six in the lower compartment.



We are advertising the Corn Razor in spaces of from 4 to 8 inches in the ten leading publications of the country best adapted to our use.

If you have the razors it is easier and more satisfactory to your customers to buy of you than to send to us.

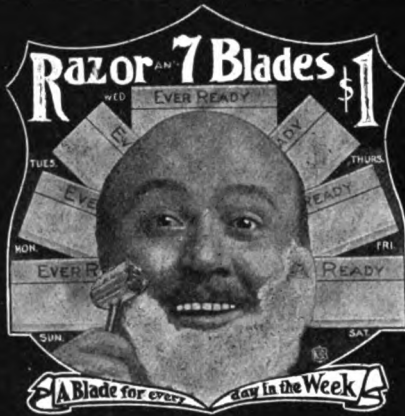
The Star Safety Razor is as efficient, well-made and practical in its field as our Star Safety Razor for shaving; perhaps that is as strong an endorsement as could be given the Corn Razor.

We would like to send you at least a dozen of the Star Safety Corn Razors in our handsome little display case, which is given free with orders of a dozen or more. These razors retail at a restricted price, \$1.00, and show a liberal profit to the dealer.

We trust that we shall have the pleasure of hearing from you.
Thanking you in advance, therefore, for an early reply, we are,

Very truly yours,

KAMPFE BROS. Department "S" **NEW YORK**
8, 10, 12 Reade St.



EVER READY Safety Razor-Set Complete \$1.00

We are running full blast now at the new "Ever-Ready" factory. It's a wonderfully large and wonderfully complete razor makery. All that pressure of too much business in the old place has been overcome with the gigantic output of a half million blades weekly. That world-wide, sweeping, increased demand that is still coming is being taken care of with precision, thoroughness and uniformity of product to the "happiness" of jobber, dealer, consumer and ourselves. Let the orders come. Keep up your supply. There's new impetus for increased sales forced by increased advertising.

Samples of the improved "Ever-Ready," with one piece-frame, improved boxing and the new idea in sets—if you'll write.

AMERICAN SAFETY RAZOR COMPANY
Offices at Broadway and Duane Street, New York



Forschner's XXXX Brand Butcher Knives

Made of Special **Damascus Steel**, carefully tempered and ground, combined with best workmanship. *Superior to all others.* Each blade warranted.

Write for Catalogue.

Chas. Forschner & Sons
206 East 19th St., New York, U. S. A.



of any tool or machine is the only true test of economy—

The first cost may be a little higher, but if the tool does the work twice as fast and lasts twice as long, it is the cheaper in the end.

The ultimate cost of Carborundum Grinding Wheels is very low—

Because they do three times as much work in a day—last twice as many days and do cleaner and better work than any other abrasive in the world.

Carborundum Grinding Wheels are made in proper size, shape and grit to do every kind of work, from the delicate grinding done in a watch factory to the heavy work of the manufacturer who turns out Car Wheels and steel rolls.

The Carborundum Company
NIAGARA FALLS, N. Y.

TIN BOXES FOR ALL OFFICE USESEstablished
1851

Cash, Bond, Stamp, Bill and Change Boxes, Bill Head Cases, Envelope Cases, Hallway and Outside Mail Boxes, etc.

Satisfaction Guaranteed—Send for Catalog

MERRIAM MFG. CO., Durham, Conn.

**KLIP-KLIP POCKET MANICURES**

Klip-Klip Duet—For men who smoke has a separate cutter for cigars—two useful articles for price of one—25c. each; \$1.75 per doz. delivered.

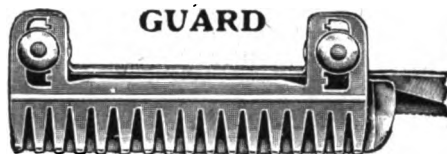
Klip-Klip Freme—A new nail clipper very small, neat and highly finished; ladies like this size—25c. each; \$1.50 per doz. delivered.

Klip-Klip—Solid German Silver—can't rust—cleans, trims and files the nails—everybody likes it—Retails for a quarter; \$1.75 per doz. delivered.

Klip-Klip Junior—Made of steel, nickel plated, strong, neat and compact—sells for 15c. but is worth more; \$1.25 per doz. delivered.

Klip-Klip Key Ring with Cigar Cutting Attachment—This is a useful novelty that men like—Retails at 25c. each; \$1.35 per doz. delivered.

Manufactured only by the **KLIP-KLIP CO.** 578 Clinton Ave., S., Rochester, N. Y.

**THE SHAVEZY
GUARD**

May be adjusted to any blade.

Instantly changed from right to left.

Is the best and a Cheap Guard.

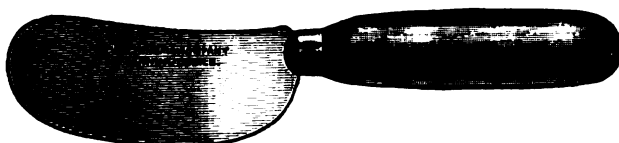
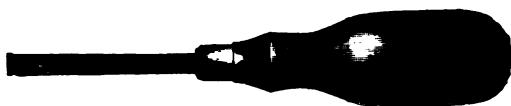
Get my prices, which are right.

L. T. WEISS, Sole Manufacturer,
297 Taaffe Place, BROOKLYN, N. Y.

C. J. KIMBALL COMPANY

BENNINGTON, N. H.

Manufacturers of



**Butcher Knives,
Shoe Knives,
Kitchen Knives,
Putty Knives,**

**Paper Hanger Knives, Factory Knives, Cigar Knives.
Screw Drivers, Drawing Knives, Etc.**

Send for Catalogue

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. Send for Booklet with trade prices

PRICES:

Hollow Ground
\$2.50

Double Concave for Extra
Heavy Beards
\$3.00

Pair in Leather Case
\$5.50

Carbo-Magnetic Strop
\$1.00

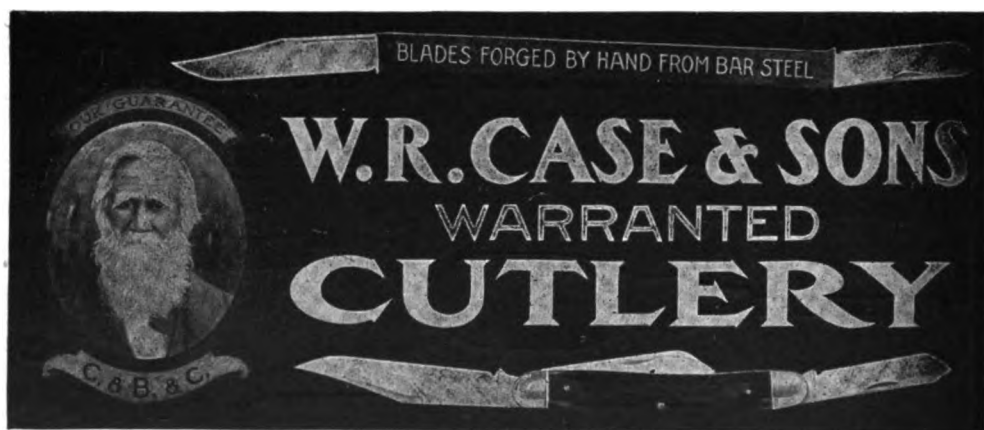


**No Honing!
No Grinding!**

**NO NEW BLADES—NO ANNUAL TAX—THE
FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving" Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors without any risk or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it to give 5,650 perfect shaves—we back that guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, N. Y.



WE WILL PREPAY any quantity of our POCKET KNIVES, BUTCHERS' KNIVES, SCISSORS, RAZORS, and RAZOR STROPS to any responsible dealer in the United States, and after 60 days' trial, if you do not find that they are superior to the line of cutlery you are carrying, you may return them to us at our expense.

**W. R. CASE & SONS,
Bradford, Pa.**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Gillette Safety Razor

NO STROPPING. NO HONING.

**Wins
the
Trade**

Less than two and one-half years old and nearly a million sold to satisfied customers.

It moves from stock rapidly—no long investment—but money and profit quickly return. Each outfit thoroughly guaranteed as to finish and workmanship. Hardware dealers are building a sound business upon the "Gillette."

12 Blades, 24 Keen Cutting Edges of Finest Steel. Each Blade Will Give 20 to 40 Shaves.

Standard Razor Set, Triple Silver-Plated Handle and 12 Blades, in Handsome Leather Case	\$5.00
No. 461, Combination Set, Standard Razor and Blades, Telescope Badger Hair Lather Brush and Stick Shaving Soap in Silver Plated Holder, in Leather Case	6.50
No. 460, Combination Set, Standard Razor and Blades, Badger Hair Lather Brush and Stick Shaving Soap in Silver-Plated Holders, in Leather Case	7.50
Quadruple Gold-Plated Set, with 12 Blades	10.00
Sterling Silver Set, with 12 Blades	12.00
Other Combination Sets in Silver and Gold up to	50.00
Extra Blades, per package of Ten50

Standard packages of 10 blades, having 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents per package.

Send for catalogue, handsomely illustrated, describing other sets in Silver and Gold.

No Blades Exchanged or Resharpened.



The Gillette Sales Company spend nearly a quarter of a million dollars yearly in advertising and this year expect to increase that amount. All this advertising helps you, Mr. Dealer, and brings profit to your store.



The Most Wonderful Steel Blade in the World!

**No Hinges That Rust, No Clasps That Break,
No Springs That Weaken, One Sturdy
Frame of Mechanical Perfection.**

Our NEW COMBINATION SET with razor, including soap and brush in silver holders, is a boon to the traveling man.

We supply all dealers with booklets, signs and hangers. All leading Hardware dealers are making "The Gillette" a trade-leader.

Gillette Sales Company
244 Times Building, - NEW YORK CITY



All
we ask
is a
fair trial
for

S & S KNIVES
"ALWAYS THE SAME"



An actual trial of S & S knives will do more to convince you of their superiority than whole pages of newspaper talk.

That's why we are so anxious for a trial.

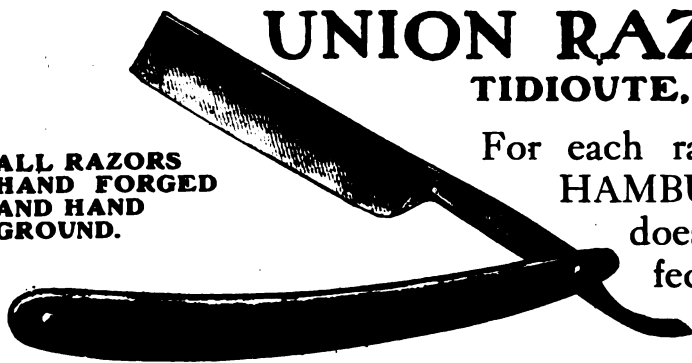
We make butcher knives that please the butchers, and they are the biggest cranks on earth. If we can please them, we can please anybody. We want you to get the butchers' business in your town, and you will find it easy to get by offering them a knife that will hold an edge, a knife without hard or soft spots, in short, an S & S knife. Write for particulars and prices.

National Cutlery Co. DETROIT, U.S.A.

UNION RAZOR CO.

TIDIOUTE, PA.

ALL RAZORS
HAND FORGED
AND HAND
GROUND.



For each razor of our full
HAMBURG Grinds that
does not prove Per-
fect WE will give
TWO new ones.
UNION RAZOR CO.

The "Perfecto" Roller Razor Strop

HAVE YOU SEEN IT?

RETAILS FOR 50 CENTS.

The BEST and QUICKEST Seller on the market.
The strop automatically returns to its case when not in use.
Leather specially tanned for us by the "Hemoak" process with
the satin finish which insures a high-class strop of superior sharpen-
ing qualities.

Case of polished wood and enameled steel. Built to last a
lifetime.

Send for Circular and Prices.

The Perfecto Mfg. Company,
TOWANDA, PA.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



A good many dealers like their own name on AMERICA Alarm Dials—it's a standing "ad" that somebody else pays for.

Ask your jobber or write us about this.

THE
Western Clock Mfg. Co.
LA SALLE, ILL.

*An actor, who thought himself right,
Tried to play "Mr. Bluebeard" one night.
Through the blue, the wind blew,
Whiskers flew up the flue,
And the gally yelled "RADIUMITE!"*

Self-shavers, in all localities—in your locality—Mr. Dealer, are writing us in answer to our advertisements of Radiumite Razor Strops and Razors.

Do you carry them in stock?

Do you know that a man might as well buy

10: A SAW WITHOUT TEETH

as a strop that does not hone?

Do you know that the

RADIUMITE

DIAMOND HONING PATTERN

is applied to every Radiumite Strop, and that it is covered by United States Government patents?

Do you know that the Radiumite Diamond Honing Pattern will hone any razor perfectly, and that it does it *while you strop*?

Do you know that every Radiumite Strop is recognized instantly, as such, by the beautiful and unique Radiumite Diamond Honing Pattern, which is patented, and that although a perfect self-honer, there is *no harmful composition or grit*, to come off the strop and adhere to the razor?

Do you know that the great merit of the patented Radiumite Diamond Honing Pattern has built our business to large proportions, and that it is building to *large proportions* the strop and razor business of every hardware dealer *who is handling the Radiumite Strops and Razors*?

Do you know that the methods the Radiumite Company places in the dealers' hands, sell more razors and strops *than all others combined*?

Do you know that we make razor strops that sell at very high prices, as well as special offers that attract the medium and poorer classes, so that no one, *no matter what his station in life*, passes the Radiumite dealer by?

Write to-day for information on Radiumite. Write for price lists, catalog and special offerings. Do it to-day!

The Radiumite Company
97-99-101 So. Clinton St. Chicago

**G. P. COATES CO.**

MANUFACTURERS OF

THE TRIPLET AND THE MAN-I-Q.

Merwisch, Conn., U. S. A.

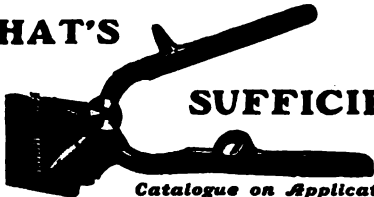
THE TRIPLET Combination Pocket Tool for holding Keys, Opening Letters, Removing Crown Caps from bottles, Turning Screws and for various uses.

"You don't have to carry a kit of tools if you have a Triplet in your pocket."

The MAN-I-Q. A dainty little Manicuring Tool—different from other makes, being so constructed no case is necessary to carry it in, to prevent the nail cleaning point from cutting the pocket. Notice the Good File on them—how it cuts—and the width of it. Sample Triplet and Man-I-Q., post-paid for 15c. A sample dozen, post-paid, 75c. Descriptive Circulars, prices and full particulars to dealers. Ask your Jobber for them.

**Priest's Clippers**

THAT'S



SUFFICIENT

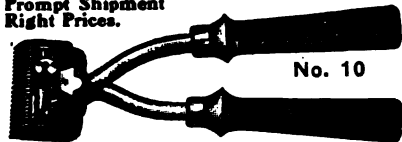
Catalogue on Application

AMERICAN SHEARER MFG. CO.
Nashua, N. H., U. S. A.

Wiebusch & Hilger, Ltd., Selling Agents
9-15 Murray St., New York City

HOTCHKISS CLIPPERSSimple in Design
Elegant in Finish

Standard Quality
and Workmanship
Guaranteed.
Prompt Shipment
Right Prices.



No. 10

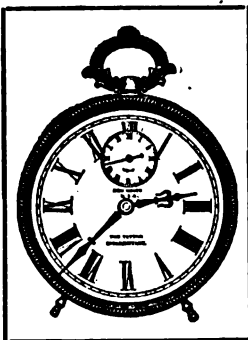
Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS

Railroad Ave., BRIDGEPORT, CONN.

THE TATTOO

(Trade Mark Registered in U. S. Pat. Office, Aug. 29, 1905)

A GOOD
TIME-
KEEPERA
CERTAIN
ALARM

4 1/4 inch Case

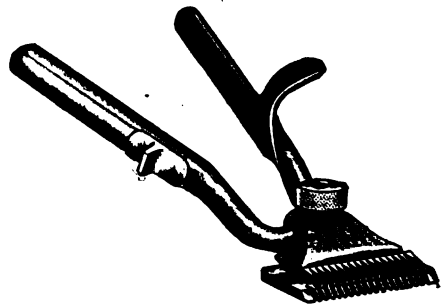
ALARMS INTERMITTENTLY ON A
4-INCH BELL-METAL GONG ON BACK

Write for Prices

THE NEW HAVEN CLOCK CO.

Dept. S

NEW HAVEN, CONN.

**GATES
Yankee Clipper**

A SHEET METAL DANDY

Coates Clipper Mfg. Co.,

Worcester, Mass.

J. H. GRAHAM & CO., NEW YORK,

Selling Agents.

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QUALITY
TELLS**THE ATLAS BRANDS**QUALITY
TELLS

No. 350.

Embody All the Essential Features Required in a Good Running Shear, with an Exceptionally Fine Cutting Edge.

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THE ATLAS SHEAR CO.

CAST SHEARS SCISSORS TINNER SNIPS
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We've been making good Pocket Cutlery so long—since 1857—that it's second nature with us to make the best Cutlery we can.

Yet we leave nothing to chance.

Every blade we make has the same careful attention—and each Knife is carefully inspected before packing for shipment.

UN-X-LD Pocket Cutlery embraces a wide variety of styles—for young or old people.

Send your name and address—and our representative will call with a complete line of samples when he's in your locality.

Send your name and address now!



NORTHFIELD KNIFE COMPANY

NORTHFIELD, CONN.

YOU are backed by a reputation founded in 1825 and maintained ever since, when you tell a customer that

HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

ARE THE

"Best in the World."



R. HEINISCH'S SONS CO.

NEWARK, N. J., - - U. S. A.

NEW YORK OFFICE AND SALESROOM, 155 CHAMBERS STREET

THE FOUNDATION OF SUCCESS

IN THE RINK BUSINESS IS AN EQUIPMENT OF THE RICHARDSON CUSHION FRAME, ANTI-JAR BALL-BEARING ROLLER SKATES, used in all of the largest and most successful rinks, and by all of the most prominent professional skaters in America. We have held all World's Records since 1885.

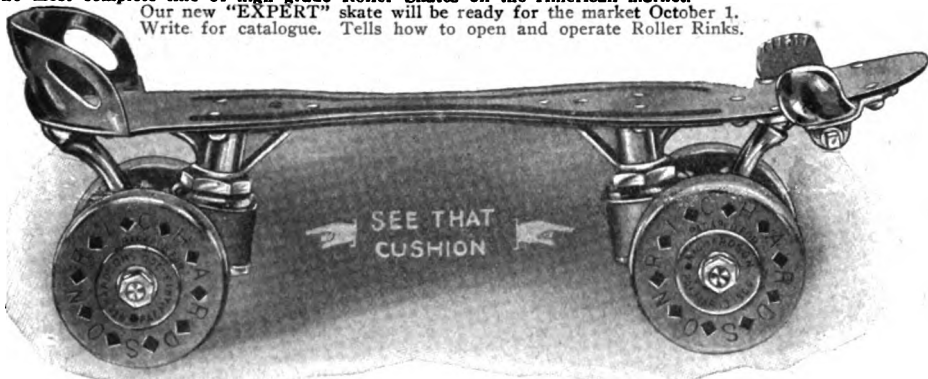
We have originated every essential feature in connection with the manufacture of roller skates during the past Twenty Years.

We do not manufacture sidewalk skates and recommend them for rink use.

The most complete line of high grade Roller Skates on the American market.

Our new "EXPERT" skate will be ready for the market October 1.

Write for catalogue. Tells how to open and operate Roller Rinks.



RICHARDSON BALL-BEARING SKATE CO., 501 Wells St., Chicago

THE ORIGINAL JOHNSON Racing and Hockey Skates

Send for my new 24 Page Catalog, containing rules on Racing and Hockey, Records, Instructions on laying a track, etc. Liberal discount to the trade.

NESTOR JOHNSON, Chicago, Ill.

366 & 368 N. California Av. near Division St.

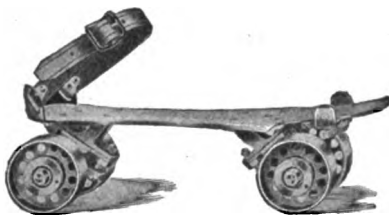


WINSLOW'S RINK ROLLER SKATES

NEW
MODELS

SEND FOR
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Best Ice and Roller
Skates



Best 50 Years Ago
Best To-day

No. 17 with "Web" Steel Ball Bearing Rolls.

THE SAMUEL WINSLOW SKATE MFG. CO.

Makers of Ice and Roller Skates

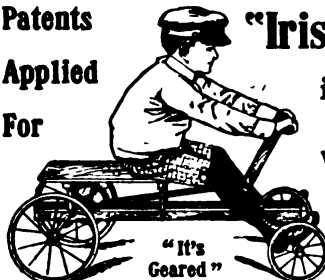
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ONE DEALER SOLD 427

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in eight
days.

Was that
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Get our Booklet.

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throughout Greater New York are
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Call nearest Contract Office
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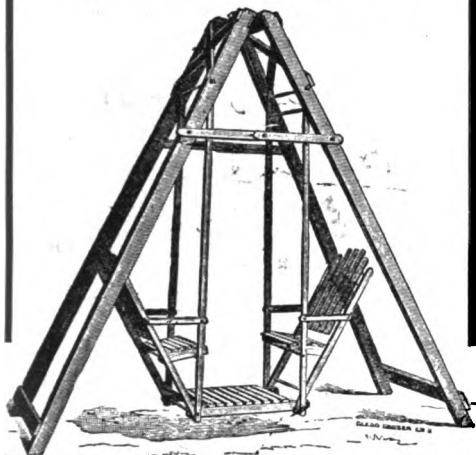
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9040 38th
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THE COLUMBIA SWING

No. 1.—FOR TWO PERSONS



Kitchen Cabinets, Settees, Ironing Boards, Wash Benches

LADDERS—Step, Straight

WRITE FOR CATALOG
THE SPECIALTY MANUFACTURING CO.
TITUSVILLE, PA.

NEW YORK SPORTING GOODS CO.

17 WARREN ST. NEW YORK, U.S.A.

In connection with our large jobbing business in Sporting Goods (Catalogue No. 36) and Bicycles (Catalogue No. 35), we carry an extensive line of

Automobile Supplies

It will pay hardware dealers to get our Catalogue No. 34 and put in a stock of these goods. They are profitable and attract the better class of trade. If you will let us supply your wants we will guarantee you the right prices, sell you marketable goods and assist you in building up a profit-making trade.

Will you write us and mention The Hardware Dealers' Magazine?



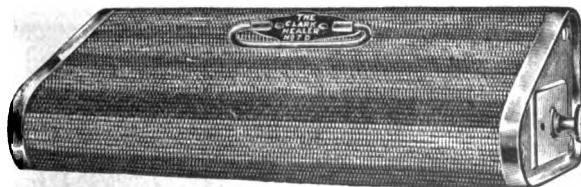
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CLARK HEATERS AND COAL

Will Soon Be Here

and the alert, aggressive dealers will have their orders in early. Many are in now for future shipment. Why not get yours in and save later delay and disappointment?

The Best Made and Most Enduring Carriage and Sleigh Heaters. They won't Bend or Break



19. STYLES
From only \$1.75
up to \$10.00
SOMETHING
FOR
EVERY PURSE

Get in touch with us early. We can show you money in these goods for your fall and winter trade. All prominent jobbers have them. *Free Catalogue.*

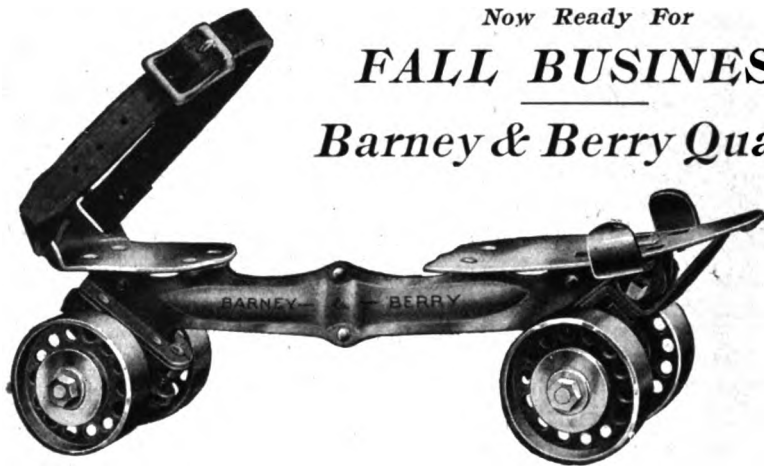
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A New Line of Roller Skates

Now Ready For

FALL BUSINESS.

Barney & Berry Quality



Novel and Desirable Features.

DURABLE BALL BEARINGS.

Finest Steel Wheels ever shown.

*Descriptive List
tells it all.*

INQUIRIES WILL BE APPRECIATED.

BARNEY & BERRY, Springfield, Mass., U. S. A.



KINGFISHER

Lines are known by the Company they Keep
—they are only found in Company with the
KINGFISHER Trade-Mark.



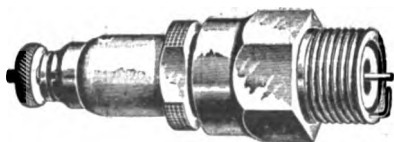
E. J. MARTIN'S SONS

Makers of the

"KINGFISHER" BRAND Braided Silk Fish-Lines
ROCKVILLE, CONN.

GET THE TRADE

with a fast selling automobile appliance.
The hardware dealer is in line for auto
sundries. Get your jobber to furnish you



with "Soot Proof" Plugs

It is the most economical and best selling plug
on the market, because its life is practically un-
limited. It cannot short-circuit.

Send for free treatise on electrical ignition troubles.

Address **C. A. MEZGER, Inc.,** Manufacturers
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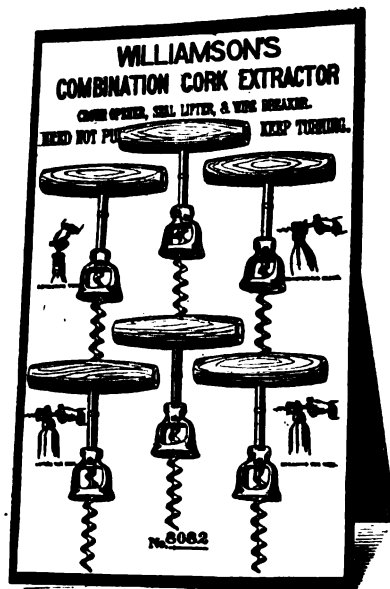
National Sales Corporation, Factory Sales Managers, 296 Broadway, New York

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WALKER'S *Quick and Easy* MEAT and FRUIT JUICE PRESS



ERIE SPECIALTY CO.
Erie, Pa.



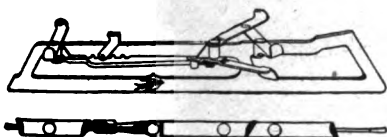
ENOUGH SAID—

Send for a Catalogue

C. T. Williamson Wire Novelty Co.
52-64 Badger Avenue, NEWARK, N. J.

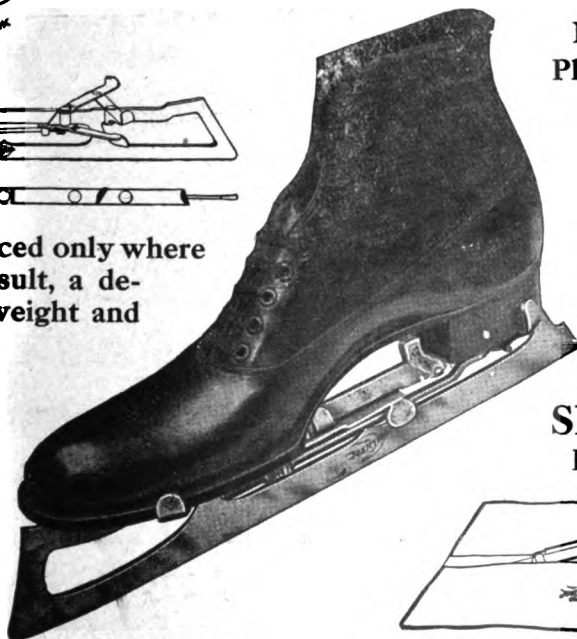


FOLDING POCKET SKATES!



Metal placed only where
needed; result, a de-
crease in weight and
increase in
strength.

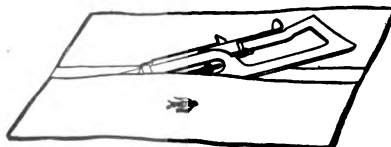
A pair in a
Wallet may
be carried in
the breast
pocket or a
Lady's Muff.



No Keys, Heel-
Plates or Screws;
NO BULK,
NO
BOTHER.

Leading Jobbers.
Ask for Catalog.

MARTIN
SKATE CO
Boston, Mass.



BAKER GUNS

Send for Descriptions and Prices of **NEW GRADES**



Our line comprises **TWELVE** different Stock and Special Grades in a wide variety of specifications at prices ranging from \$18.00 to \$250.00

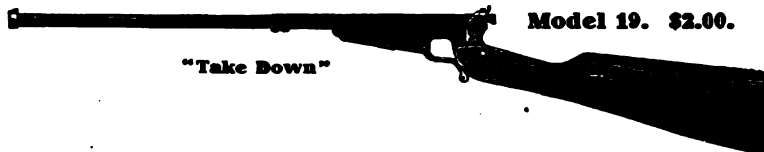
READY SELLERS SATISFACTORY TO USERS

Liberal discounts and attractive propositions for **THE DEALER**

BAKER GUN AND FORGING CO.

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HAMILTON RIFLES



"Take Down"

The No. 19 "Hamilton" frame and working parts are of steel, beautifully finished in a blue-black; the stock of handsome walnut, with simple and convenient "take down" features. ¶ A forward motion of the lever exposes the opening for loading, and after the cartridge has been inserted a reverse motion closes and locks the action securely, after which the milled thumb-piece is drawn back and the rifle is ready to fire. This construction removes the element of danger inseparable from some rifles of the usual hammer type. ¶ After firing, another forward motion of the lever extracts and throws out shell.



"Take Down"

Model 15, constructed same as No. 19, only with barrel 4 inches shorter. These rifles are Chambered for 22 Cal. short and long rim-fire cartridges. Weight of Nos. 19 and 15, 2 lbs. Rear adjustable peep sights.

Every Hamilton Rifle and each Component part guaranteed. Send for Circular.

THE HAMILTON RIFLE CO., Plymouth, Mich.

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BOXING GLOVES

Foot Balls

STRIKING BAGS

Clothing

"Everything for Fall and Winter"**Sporting Goods****"None Superior"****BE SURE
TO SEE
OUR****Baseball Line for 1907.**

Before placing your orders let us send catalog and quote prices.

THE DRAPER & MAYNARD CO.
MANUFACTURERS

Plymouth, N. H.

U. S. A.

SAVAGE QUALITY

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SAVAGE ARMS CO.

realized in the beginning that quality was one of the first essentials in building up a permanent business. Until to-day "Savage Quality" in firearms stands for the best firearms on the market.



Every workman employed is an expert in his particular line. Only the best in metal and wood is used in the manufacturing of SAVAGE RIFLES. The Savage Guarantee which goes out with every arm is an absolute protection to the dealer and user.

Savage Arms Company protects dealers handling their rifles, against unfair competition, by refusing to sell to cut price houses. They also co-operate with the dealers in maintaining prices, whereby they will receive a legitimate profit. No price discrimination is shown to the trade.

SAVAGE ARMS COMPANY

558 TURNER ST., UTICA, N. Y., U. S. A.

PETERS AMMUNITION**Best on the Market**

Peters Cartridges have been used by the Winners and 80 per cent. of the Contestants in the Indoor Rifle Championship Matches for

NINE CONSECUTIVE YEARS

Also by Winners in many of the great Military Matches at Sea Girt, N. J., in 1904 and 1905.

PETERS LOADED SHELLS

Most complete line offered by any manufacturers. Beautiful in appearance, absolutely perfect as to shooting qualities, popular with sportsmen wherever they are once tried. "League," loaded with best quality black powder; "Referee," loaded with the famous "semi smokeless"; "High Gun," "Target," "Premier," and "Ideal" for Bulk and Dense Smokeless. Ask your Jobber or write to

THE PETERS CARTRIDGE COMPANY,NEW YORK: 98 Chambers Street
T. H. Keller, Mgr.

CINCINNATI, O.



ITHACA GUNS SELL



Our name, reputation, guarantee high-grade, low prices, advertising co-operation and army of satisfied customers will sell them.

Send for Art Catalog and special discounts on 17 grades, retailing from \$17.75 to \$30.00

ITHACA GUN CO., ITHACA, N. Y.
LOCK BOX NO. 7

NOXALL Jr. GERM PROOF FILTERS

Buy direct, save jobbers' profit and secure exclusive Agency.

COSTS \$1.50
RETAILS FOR \$2.50

Made with screw or rubber top, to fit a Hose Bibb or plain Faucet; well made, beautifully finished, easily attached, easily cleaned, absolutely germ proof and makes any water, no matter how dirty, as clear as crystal.

We will send a sample by prepaid express, to any dealer in the U. S. to be returned at our expense if not satisfactory.

We make bigger filters, too.

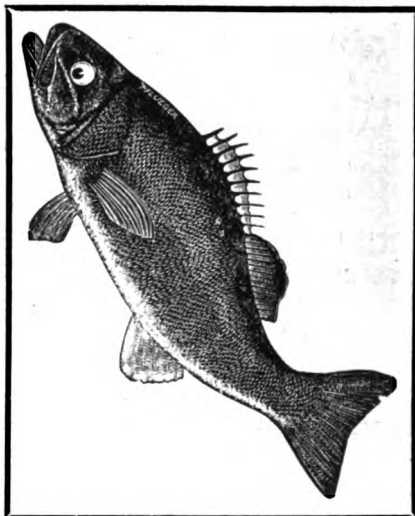
**American Filter
Company**

**508 Noxall Bldg.
MILWAUKEE
WIS.**



PFLUEGER'S FISHING TACKLE

Hooks, Flies, Trolls, Spinners, Phantoms, Reels,
Furnished Lines, Everything in Fishing Tackle



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The ENTERPRISE MFG. CO.
AKRON, OHIO, U. S. A.



See how
the run-
ners can
be bent
sidewise

FLEXIBLE FLYER

"The Sled that Steers"

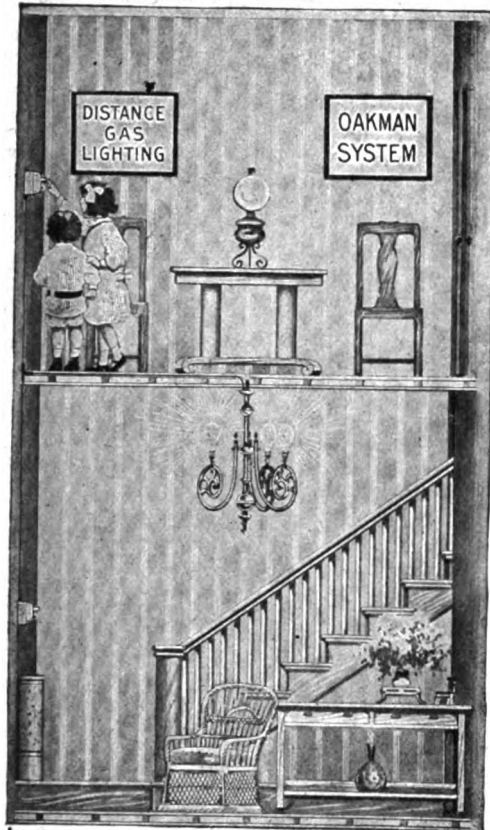
GOES THE FASTEST ON THE HILL

SELLS THE FASTEST IN THE STORE

Do not overlook this line when making up your sled order for 1906.

Write for illustrated catalogue and trade prices

S. L. ALLEN & CO. Box 1100 H
Philadelphia, Pa.



Unequalled for

Simplicity Safety
Economy Convenience
Reliability Durability

No chemical or electrical
 action required.

No cost of operation or
 maintenance.

Ask Us for New Catalog

OAKMAN MFG. CO.

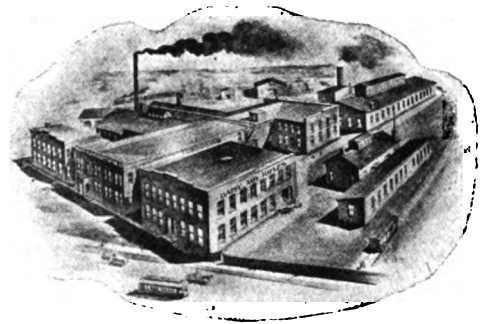
81-86 Chambers St., NEW YORK

Distributing and Sales Agents:

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 121 N. 13th St. 176-180 S. Clinton St.

ST. LOUIS,

St. Louis Brass Mfg. Co.
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The Home of the Daisy

Seventeen years of progress have not only made a great change in the Daisy Air Rifle, but in the Daisy factory as well.

Seventeen years ago the first Daisy Air Rifle was made. At that time it was considered a wonderful production—a gun for boys that would shoot by means of compressed air, instead of powder, straight and accurately.

But compare it with the Daisy of to-day, and you will see that our brains as well as our hands have been busy in the meantime. The clean lines and military appearance of the 1906 Daisy Magazine Rifle gives the boy a real gun—not a toy—although the same wonderful force of compressed air is still used instead of powder.

And the growth of our factory—well, the improvement of the Daisy gun took care of that.

From a small brick structure, shown at the bottom of this page, complete but modest, employing but a few men, we have grown to occupy the immense modern manufacturing plant pictured above, equipped with every modern labor-saving device, and giving employment to a very large force of employees.

There is just one reason—boys prefer Daisy Air Rifles to any other kind. If you could muster the boys who are proud possessors of "Daisies," you would have an army larger than the total number of soldiers in the standing armies of the entire world.

The boys in your town want "Daisies." Be sure to be prepared to meet the demand. Daisy literature sent on request.

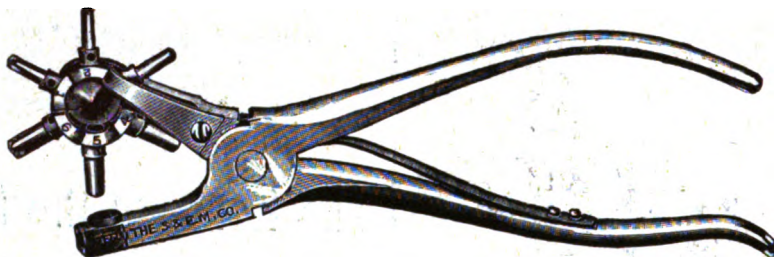
DAISY MFG. CO.

280 Union S rect,

PLYMOUTH, MICH., U.S. A.



Revolving Belt Pnnches



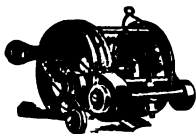
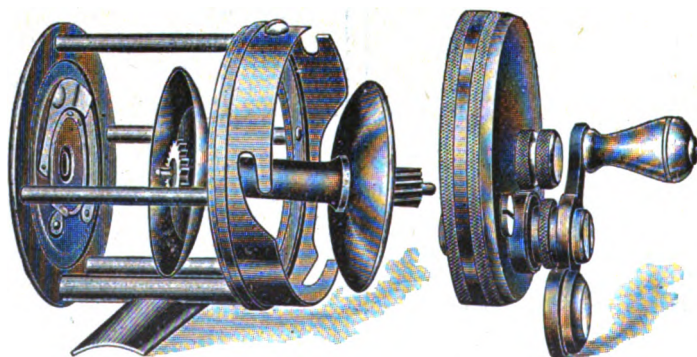
TUBES FOR REVOLVING PUNCHES



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THE SMITH & EGGE MFG. CO.
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YOU MAKE A MISTAKE IF YOU DO NOT BUY AMERICA REELS



The best and newest reels upon the market. Original and only Take-Downs, full Ball-Bearing, Micrometer Drag. Throw-out Automatic Lever Winder. Perfect mechanically. Once used, always used.

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Founded in 1828
But always Up-to-Date

Baeder, Adamson & Co.

PHILADELPHIA
NEW YORK
BOSTON
CHICAGO

Manufacturers of

Sand Papers

IN EVERY FORM

Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

You take no risk on the Quality
We make only the Best!

MIRAC

(Registered)

Mr. Dealer, there's no risk in placing in stock a reliable advertised article that has back of it a reputable and responsible house.

No one has given more thought, care and study to the manufacture of a Varnish and Paint Remover than ourselves. No one can offer greater value.

LUCAS MIRAC VARNISH AND PAINT REMOVER has gained its pre-eminent position by sheer merit—nothing else would have placed it so high in the esteem of such a large number of painters.

You'll have calls for MIRAC sooner or later, and it would pay you to place it in stock and push its sale.

It removes quickly old paint, varnish, enamel, etc., from any surface and leaves the latter in good condition for repainting.

John Lucas & Co.

PHILADELPHIA

New York

Chicago

Increased Sales

== MEAN ==

Larger Profits

AD-EL-ITE

PAINT and VARNISH REMOVER

AND

ONE COAT MISSION FINISHES

WILL INCREASE YOUR SALES.

BECAUSE

1st. They are high grade goods.

2nd. There is a general demand for such goods.

3rd. Our method of advertising your store is such that it not only creates a demand for the AD-EL-ITE goods but will help to sell your entire stock.

Ask your jobber or write us direct about the AD-EL-ITES. Our Catalogue Free.

Adams & Elting Co.

CHICAGO

The Ad-el-ite People

Sta. 1.

Gerstendorfer Bros.' Decorative Goods.

A clean, attractive and complete line. Every package sold means a good, round profit to you (100% on your investment in nearly every case), and a pleased customer. For over twenty-five years we have put all our energy, brains and push into it, and our "special goods for special purposes" are to-day found in the stores of nine out of ten progressive dealers throughout the country.

Our advertisements will appear, during the current year, in leading magazines, as well as in newspapers, and will reach upward of 20,000,000 readers. Attractive display pieces showing the actual results of decorating with our goods, sent free with first order.

"OUR FAVORITE" GOLD ENAMEL (WASHABLE). Smooth and brilliant as gold leaf.

"STAR" DECORATIVE ENAMEL. In White and Colors.

"SAPOLIN" VARNISH STAIN. Brilliant and Transparent.

"STAR" BATHTUB ENAMEL. A Liquid Porcelain.

"SAPOLIN" FLOOR STAIN. Tough and durable.

"JAPANESE GOLD PAINT" (READY MIXED). Bright as real gold.

"SAPOLIN" RADIATOR GOLD AND SILVER (ALUMINUM). Easily applied.

"SAPOLIN" STOVE PIPE ENAMEL. Brilliant, permanent black.

"SAPOLIN" ALUMINUM ENAMEL. Bright Silver finish.

BRONZE-POWDERS AND BRONZING LIQUIDS. In all qualities.

The merits of these well-known goods are recognized. They sell all the year round. Will increase your sales and profits. Have you seen our new catalogue, 24th edition? If not, let us send you a copy.

GERSTENDORFER BROS., Dept. M, 231-5 E. 42d Street, New York

THE FRAZER BEST IN THE WORLD

Always Uniform Often Imitated Never Equalled
Known Everywhere No Talk Required to Sell It

**GOOD GREASE MAKES TRADE
CHEAP GREASE KILLS TRADE**



For Sale by All Jobbers

SEND FOR PRICE LIST

FRAZER LUBRICATOR CO., 83 Murray St., N. Y.

U.S. INFALLIBLE METAL POLISH

IN
PASTE,
LIQUID
OR
POWDER

FOR ALL KINDS OF METALS

Best, Cheapest, Goes Furthest. Never dries up or shrinks. Money makers for everybody. Sold by the Jobbing trade. Sample and circular free by mail. Address

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295 E. Washington St., INDIANAPOLIS, IND.

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113 E. Madison Street, CHICAGO, ILL.
1770 15th Street, SAN FRANCISCO, CAL.

Established 20 years.

Established 1842

Established 1842

BRIGGS ROOF PAINTS

Are made from linseed oil and will outwear the cheap kinds

Color Card and Prices on Application

JOHN BRIGGS & CO.
Boston, Mass.

"NICE" LIQUID WOOD FILLERS

Varnishes, Paints, Stains and Enamels

With these you can get and hold the trade that is rightfully yours. They make friends for the Dealer. Send for Booklet.

EUGENE E. NICE, - 272-274 So. Second St., PHILA.

Two Dixon Specials For Hardware Dealers

Dixon's Silica-Graphite Paint

An excellent preservative paint for fences, roofs, smoke-stacks and all wood and metal surfaces. When a customer asks for a high-grade paint that has great surface covering capacity and saves cost of frequent repainting, he wants Dixon's Silica-Graphite Paint. Comes in four dignified colors; one quality.

Dixon's Graphite Axle Grease

Here's an axle grease that you can guarantee as "O. K. in every respect." Dixon's Pure Flake Graphite is the chief ingredient and makes the grease lasting. Will not gum, run, nor harden in any weather. One sale of this product means another sale to the same purchaser.

Joseph Dixon Crucible Company

Jersey City, N. J.

STRONG, ATTRACTIVE STORE FRONTS

Here is the practical and permanent solution of the display window problem. It takes up little space and



holds the largest and heaviest lights of glass securely. Saves time and money in glazing, because glass can be set from the outside.

The "Petz" Corner Post & Transom Bar

PATENTED NOV. 28, 1905,

is the strongest and cheapest, and most durable bar ever placed on the market. Impervious to the weather because they are metal covered by our special process. Can be had in any finish. Prompt delivery.

Our illustrated Booklet "Listen to Petz." will be sent free on request.

Please write for a copy to-day and also ask for circular.



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P. S.—Our goods are illustrated in "SWEET'S INDEX," to be found in all architects' offices

THE NAIAD FILTERS

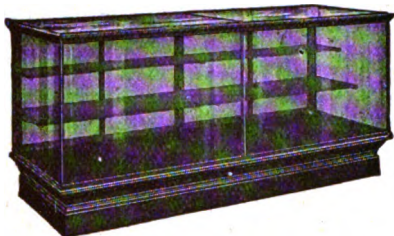
It goes without saying that pure water is an imperative need—that few supplies are pure—that a filter that can be trusted to insure pure water would be a boon to the public and very profitable to the dealer. But physicians are saying that most domestic filters are a delusion and a snare—a distinct source of danger.

Moral: Don't buy a filter for yourself—don't undertake to sell filters, without investigating. Our Booklet on PURE WATER is an up-to-date discussion of the water problem, and affords much information regarding the different kinds of filters. Send for it.

Do you know that the Naiad Filters are new in principle, of moderate cost, and endorsed by expert Sanitarians wherever known? Write for Circulars, Prices, etc.

The Naiad Filter Co., 606 Sudbury Building, Boston, Mass.

The best always turns out to be the cheapest



Our new "Crackerjack" Case No. 42, has narrow top rail and attractive style.

When preparing to outfit or rearrange your store equipment it will pay you to consult only the highest grade fixture firm as to prices and styles.

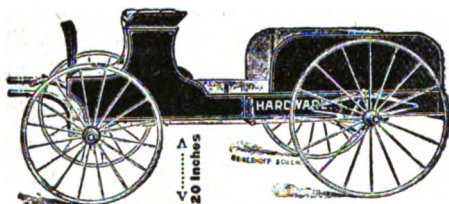
We have the best display cases on the market, and are better prepared to handle your inquiries than any one else.

Write at once for our catalogue.

Grand Rapids Show Case Company
GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World.

Up-to-Date Hardware Delivery Wagon



for progressive hardware dealers. Easy to load and light of draft. Built upon honor in the highest grade only.

Free Catalog upon Request.

Sycamore Wagon Works

109 EDWARD ST., SYCAMORE, ILL.



Before Purchasing Consult Us

It may be of interest to you to write for an Illustrated Catalogue—as we have the most attractive and complete line in the market of

Water Filters Water Coolers

Chafing Dishes

Table Kettles and Stands

Coffee Extractors Wine Coolers

Nursery Chests Baking Dishes

Crumb Trays and Scrapers

Tea and Bar Urns

Bathroom Fixtures

Coal Vases and Hods, Candlesticks,
Cuspidors, Match Safes, 5 o'Clock Teas, etc.

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

BRANCH OFFICES: { 18 Warren St., New York. 512 Commerce St., Philadelphia.
40 Dearborn St., Chicago. 61 Stuart St., San Francisco.
247 Coronado Building, Denver.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



MERCHANTS

who spend money for improvements, and have the nicest store, do the business. And the best improvement that can be made in any store is to put in a system of

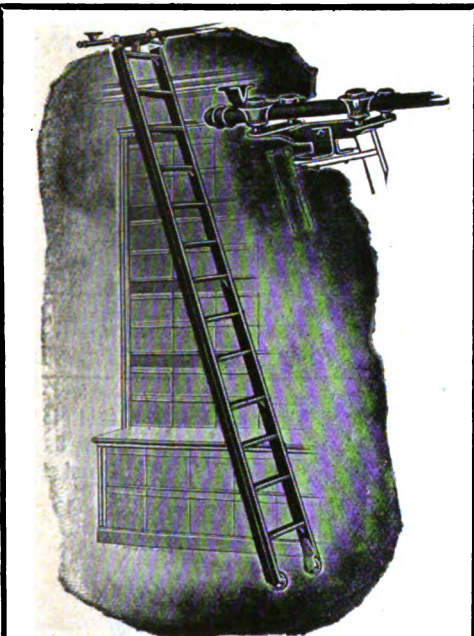
MILBRADT ROLLING STEP LADDERS

Address the

MILBRADT MFG. CO.

1445 N. Eighth St.
St. Louis, Mo.

JOHN CALANDER, St. Paul, Minn.



SEND FOR NO. 22 CATALOGUE

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IMPROVED / NATURAL
STONE GERM PROOF

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Prevent Zymotic Diseases by pushing sale of these goods in your locality.

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SANITARY STONEWARE OF EVERY DESCRIPTION
Established over 100 Years

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ROLLING STEP Ladders for Stores

No modern store is equipped up-to-date without the

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as part of its outfit.

We make Ladders to turn corners; to fit all kinds of uneven shelving; to work where floor is slanting; to fit any special requirements—and more Ladders than all other houses combined.

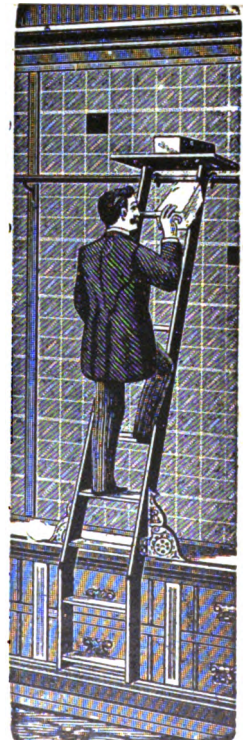
Ask about the new noiseless track.

CIRCULARS FOR THE ASKING

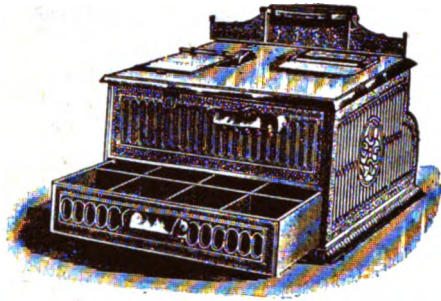
THE BICYCLE STEP LADDER CO.

65 Randolph Street
Chicago, Ill.

EASTERN AGENTS **H. N. YOUNGS**, 145 W. 104th St., N. Y. City



THE SECURITY CASH RECORDERS



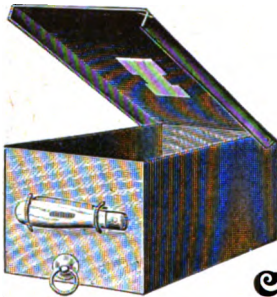
Create System, Hasten Success,
Guarantee Safety.

We manufacture 12 different styles

Illustrated catalogue sent on request

THE
HOUGH CASH RECORDER CO.
INDIAN ORCHARD, MASS., U.S.A.

FREE BOXING LESSONS



Every issue of this magazine meets the eyes of numerous Hardware men who are contemplating changes in their store accommodations. Such changes usually involve Shelving, and, of course, Shelf Boxes, and this brings us to our subject, viz.:

The "PERFECT" SHELF BOX

For attractively displaying Shelf Stock, for absolutely protecting it from damaging dust, dirt and dampness, for its notable saving of space and for numerous other advantages

The "PERFECT" SHELF BOX

is without a rival.

The circular I shall be pleased to mail you clearly demonstrates all of these claims.

C. P. MOORE, RAVENSWOOD, W. VA.

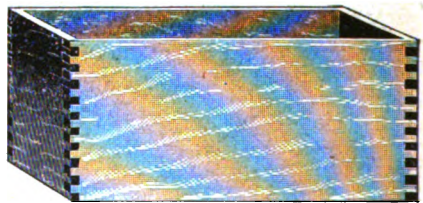
SHELF BOXES

TO ORDER

HENRY H. SHEIP MFG. CO.

Columbia Ave. and Randolph St., Philadelphia, Pa

INTERCHANGEABLE LOCK-CORNER SHELF BOXES FOR THE HARDWARE TRADE.



THE A. H. GREEN CO.,
97-101 Warren St., NEW YORK.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS

NOISELESS.
CUSHION TIRE.
Best and Most Complete in the Market.
Write for Descriptive Circular and Prices.

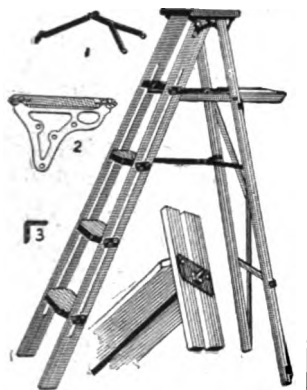
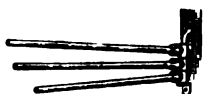
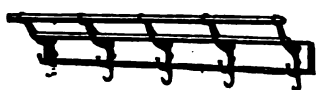
MFRS.
Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World



Steel
Nickel Plated
Show Case
Brackets

NASHUA TILL CO.
MANUFACTURERS OF
Alarm Cash Drawers
Nashua, N. H., U. S. A.

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*Give Your Customers Their
Money's Worth*

Make them come back the next time

Sell Udell Goods

Every article guaranteed. Every
superior feature plainly prominent

THE UDELL CATALOG

shows large, strong, profitable lines of

Write
To-day
for
Catalog

House Furnishings, Woodenware, Medicine Cabinets,
Commodore, Folding Tables, Step and Extension Ladders

Don't place your fall orders until you get this catalogue. A postal will bring it to you.

The Udell Works, 1228 West Twenty-Eighth St., INDIANAPOLIS, U. S. A.

Eastern Representative: W. A. STOKES & CO., 30 Warren Street, New York City

The COMMON SENSE WINDOW CLEANER

SEE THAT SPRING?

It makes all the difference
between a good tool
and a poor one.



We use the Best Rubber, too, and the goods are nicely finished

ACCEPT NO SUBSTITUTES

Of All Jobbers

F. H. SMITH MFG. CO.

48-50 St. Johns Court
CHICAGO, U. S. A.

A-B STOVE POLISH

On the Market for 25 Years
PASTE LIQUID POWDER

A-B PASTE POLISH is the most brilliant and lasting polish of its kind. Its covering capacity and luster is unexcelled. Made of pure Ceylon plumbago and high grade carbon only.

1-lb. Cans, for family use, 3 doz. per case, \$3.75.

5-lb. Cans, for dealers' use, 60 lbs. per crate. Per lb., 10c.

Also sold in barrels.

A-B LIQUID WATERPROOF STOVE POLISH is a pure oil polish that will not freeze. Contains no soap or sticky gums. No brush needed to shine it; any old newspaper or rag will do it.

No Dust.

No Rust.

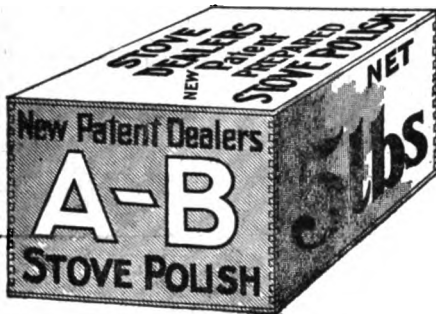
No Odor.

Waterproof.

Made especially for family use. Put up in 10-oz. screw-top cans; per gross, \$12.00. 6-oz. glass bottles, per gross, \$9.00.

A-B POWDER POLISH for dealers' use is the greatest invention in stove polishes in years. A 5-lb. box will do more work than 15 pounds of the best paste stove polish made. It is black, brilliant and easy to use.

Mixes easily and can be remixed at any time.

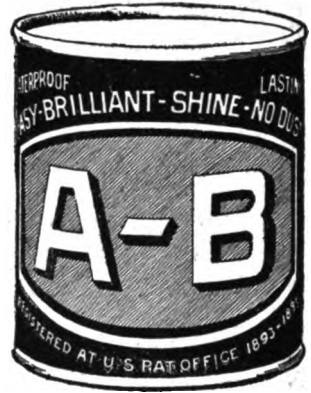


**No Dust. No
Rusting Cans.
No Wasted
Material.**

Sold in 5-lb. boxes, net weight, 75c.

Also sold in bulk.

Send for illustrated 3-color catalog, showing full line of polishes and iron enamels for all purposes.



A-B POLISH COMPANY

Successors to AYLING BROS.

8-14 Haddon Avenue,

Chicago, Ill., U. S. A.

EVERYTHING FOR

AUTOMOBILE

Dealers and Owners.

Our Catalog No. 43

Fully illustrates everything of merit,
quality, novelty or necessity, in
wide variety for the
Automobile or Owner.

BICYCLE

Dealers and Builders.

Bicycle Catalog No. 53

The most complete and carefully select-
ed line of guaranteed Tires and Bicycles,
and all standard up-to-date
Supplies and Tools.

BED ROCK PRICES. PROMPT SHIPMENTS.

EXCELSIOR SUPPLY CO., CHICAGO, ILL.

ESTABLISHED 1876.

FRIEDLEY-VOSHARDT CO.

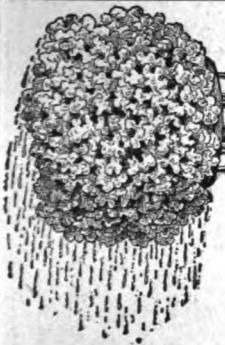
(Incorporated)

MANUFACTURERS OF
**ARCHITECTURAL SHEET METAL,
 ORNAMENTS, ART METAL CEILINGS,
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 VANIZED STEEL TANKS FOR ALL PURPOSES.**

WITH A FULL LINE OF
 Sheet Metal Roofing, Conductor Pipe,
 Eave Trough, Sheet Copper, etc.

SEND FOR CATALOGUE NO 17.

194-204 MATHER ST., CHICAGO, ILLS.

**ARDREY VEHICLE WASHER**

Patented
 Aug. 15,
 1905.

Cleans autos, carriages and wagons quickly and thoroughly. Made of solid brass. Fits any ordinary hose coupling, so clean water, constantly flowing through it, immediately removes dirt and grit from sponge. Impossible to injure most delicate finish. Hands do not come in contact with water; no splashing, no spattering. Booklet FREE for asking.

ARDREY VEHICLE WASHER CO.

138A Main St. E.,

Rochester, N. Y.



Attached to hose.

Most desirable for shops, round-houses, wagons, or out-door use. Good article for the plumber and tinner. Strong, white light. Gives universal satisfaction.



Has improved burner. Strongest wind cannot quench.

Write for prices, etc.

**Berger's
 Improved
 Gasoline
 Out-door
 Torch**

Capacity, one gallon gasoline—Burns eight hours.

No wick to trim, no smoke, trouble or danger.

Descriptive matter for the asking.



THE BERGER MFG. CO.
 CANTON, OHIO

**BERGER'S "CLASSIK"
 STEEL CEILINGS**

**Best for Storerooms**

"Classik" steel ceilings are the most widely known and advertised. We make it easy for the dealer to sell them. Adapted to plaster or wood in old or new buildings. Awarded the gold medal at St. Louis Fair.

**EASIEST TO SELL
 EASIEST TO ERECT**

We also make Metal Roofing, Siding, Tin Plate, Solder, Corrugated Iron, Cornices, Finials, Skylights, and everything in sheet metal architectural work.

Send us your plans for estimate.

THE BERGER MFG. CO., Canton, Ohio

You Can
Do
More
Than

"No Danger"



Bang it on a table, drop it, kick it—there will be no discharge, unless the trigger is pulled all the way back. That's where the Iver Johnson Safety Principle comes in and where the other "went-off-without-warning" revolvers fail. The

IVER JOHNSON

Safety Automatic Revolver

is safe all the time, except at that thousandth part of a second when you want it to do your bidding—then it is **never** known to fail.

When the trigger is pulled all the way back, the fact raises the safety lever which receives the blow of the revolver hammer, and transmits it in turn to the firing pin; at all other times and under all conditions it is impossible for the revolver hammer to cause a discharge, for the safety lever is not in position to receive its blow and transmit it to the firing pin.

OUR FREE BOOKLET, "SHOTS"

gets right at the heart of the matter, it tells you in unmistakable language why it is also accurate and reliable. Sent on request together with handsome catalogue.

HAMMER, \$5

HAMMERLESS, \$6

All the leading Hardware and Sporting Goods
dealers carry it. Look for our name on the
barrel and the Owl's Head on the grip.

IVER JOHNSON'S ARMS AND CYCLE WORKS
163 River Street, Fitchburg, Mass.

NEW YORK OFFICE: 99 Chambers St.

Makers of Iver Johnson Bicycles and Single Barrel Shotguns.



HARDWARE DEALERS' MAGAZINE

AUGUST, 1906

PUBLISHED BY DANIEL T. MALLETT, AT 253 BROADWAY

Trade-Mark Registered

(Chicago Office, Tribune Bldg.)

Published Monthly

VOL. XXVI. No. 2

ONE DOLLAR
A YEAR

NEW YORK

TEN CENTS
A COPY.

WHOLE No. 152

The observant listener who keeps his hearing apparatus in good order, and uses it intelligently, is convinced that the present reported good business conditions are not fictitious, but that the trade of this country, so far as relates to Hardware, is on a substantial basis. Brought to this state of conviction, because all of the conversations between Hardwaremen that he hears, is of the same tenor. Whether the talkers make Hardware, job Hardware, or retail it, their opinion is of one nature—that business is good because the country is prosperous, and that Hardware is being sold because it is being used up and paid for by those who use it.

* * *

The retailer, when the goods are passed over his counter and money is paid for the same, cannot be made to believe that there is any fictitious political or manufactured impulse behind the purchase. Carpenters, farmers and metal workers, who stand at the bench or walk behind the plow, are not purchasing goods for the purpose of developing any theory or advancing any political move. They are buying goods because the old ones have been worn out in pursuance of their occupations. When women buy flatirons, kettles and wash boilers, it is because there is a demand in the home kitchen for these articles. When young men buy phonographs, leather collar boxes and new razor strops, it is because they need them, either as necessities or luxuries, and have the cash with which to pay for them. When the consumer steps up cheerfully and lays down his cash and carries away his parcel, it would take a shrewd argument to prove to the man who sells those goods that the parcel was bought by the customer as a practical joke on himself, or through a displacement of his mental machinery.

When the jobber finds his telephone wire kept warm because of the persistent demands of the retailer who must have those goods and have them immediately; when the traveling salesman marks his order as special, and telegraphs home that the sale was made only on the condition of immediate delivery; when the retailer discounts his bills, and keeps his payments up to the mark, the jobber certainly is justified in the belief that there is a demand for Hardware somewhere, and that somebody is paying to the retailer the cash which he turns so readily over to the jobber.

* * *

When the manufacturer is being in turn prodded by the jobber, and when he hears the steady whir of his machinery from morning until night; when he is compelled to push the manufacturer of raw material for immediate deliveries, and when the whole commercial machine of which the manufacturer is the foundation bed-plate, is straining to produce all of the goods that are demanded, it is natural that members of the three classes of trade should say to each other that business seems to be booming, and that trade is apparently upon a substantial basis.

* * *

Therefore, the observant listener is persuaded, as has been indicated above, to believe that the country is in a very fair state and that confidence is justified because of the facts upon which that confidence is based. The Hardware jobbers, whose letters appear elsewhere in this issue, are still of the opinion that trade is to be good during the remainder of this year, especially as their prophecies are based upon crop reports which are of the best.

Nature has been doing much for our country in recent years, and, although these seasons of fatness may possibly be followed by those of leanness, there are few signs that the period of depression will begin in 1906. Even the politicians are not permitted to advance those pessimistic arguments which have had so much to do with political changes in the past. Gentlemen who a few years ago were prophesying that the country was on its way to the dogs, seems either to have revised their beliefs or are inclined to date the days of disaster a little farther in the future. It is not a time, however, when any one is justified in wild speculation, and the prosperity with which our country has been blessed has been largely due to the fact that most of the speculation has been left to Wall Street, and that merchants and manufacturers are attending strictly to their own business and are endeavoring to keep that business as near as possible to a cash basis.

* * *

The discussion in these columns as to whether or not the Hardware jobbers of the South should abandon their own personal and separate organization and amalgamate themselves with the national association of jobbers, has brought to light one very interesting fact. This is the warm and loyal manner in which the southern jobbers regard their association, and the earnestness with which they defend it from any inference that its days of usefulness have gone by. Apparently the discussion referred to will have little effect in the direction of consolidation, as most of the jobbers in the South are opposed to the proposition, but it certainly will be conducive to good, in that it will lead all the members of the southern body to more highly appreciate than ever before the benefits that have been rendered to the Hardware trade of the South because of the useful labor of years that is set down to the credit of this association.

* * *

While one national Hardware association has placed itself on record as demanding radical and immediate improvement in the transportation of goods by the railroad companies, the individual manufacturer does not seem to be in a serious frame of mind over the wrongs done him by these transportation lines. In a series of reports found elsewhere in this issue from manufacturers of Hardware, in regard to business in their specialties, and the troubles they have met in the distribution of goods, very few have any serious grievances against the roads. Occasionally a sparkle of resentment is struck out from the flinty surface of experience, but on the whole the Hardware makers have very little to say in the way of

criticism. Perhaps the recent action of our national government in getting after the railroad companies with a big stick is considered by Hardware shippers as being equivalent to reform, and that they do not regard it as necessary to add to the troubles of those gentlemen who at one time seemed to have everything their own way in the United States, but are now suffering from a reversal of circumstances.

* * *

A return of the roller skate to many parts of the country and its promise to soon enter into others, taken in connection with a great increase in the past two years in the playing of the game of hockey, seems to have stimulated special activity in these lines of manufacture. The retail dealer who is anxious to keep a little ahead of the procession will do well if he opens his weather eye in the direction of the children. The revival of the roller skate epidemic always begins with the small boys and girls on the asphalt sidewalks, and the enthusiasm with which they play this sport is liable to be contagious among the older people. The dealer will also do well if he watches out for the young people who are seen carrying hockey sticks, as this is an indication that there is a new game in town, and that a special demand for ice skates is imminent.

A Young Old Hardwareman

There is a Hardware commercial traveler in Canada who is a standing rebuke to the old-age theory. He is seventy-two years of age, and has been on the road for fifty-five years.

He sells lots of goods; stands high in the opinion of his employers, and on January last his salary was increased by \$300.

But, young men, take notice: He keeps young in spirit, works as hard as ever he did, and never kicks!

"When I get to be an old man," he says, "I expect to retire and take life easy."

"At what?" asked one of his friends.

"Oh, I expect I will travel about some and see the sights."

American Nail Competition

English makers of nails are complaining that they have to meet a too severe competition from America and from the continent. An English authority says: "The sales of home-cut nails have fallen off considerably, while there has been a large increase in the imports, the consequence being a heavy fall in prices. While the building trade still shows a good deal of activity in some of the larger manufacturing centres, there is a good deal of depression in it generally."

TRUTH FROM THE MAKERS OF HARDWARE

CONDITIONS SURROUNDING THE MANUFACTURE OF A NUMBER OF LINES OF HARDWARE—QUESTIONS ANSWERED AS TO THE ELEMENTS THAT AFFECT THE MARKET—SUPPLY AND DEMAND—COMPETITION—THE EFFECT OF THE TRUSTS—RAILROAD TROUBLES—PRICES—THE DEMAND.

1. *What are the present conditions surrounding the manufacture of certain lines of Hardware?*
2. *What are the relations now existing between supply and demand?*
3. *Are there too many people engaged in the manufacture of your line?*
4. *To what extent are you depending upon trusts for the supply of raw material?*
5. *What are the difficulties that are hampering you in the way of railroad transportation?*
6. *Will there be any changes in prices in your line?*
7. *What amount of goods will probably be absorbed during the coming season?*

MECHANICAL TOOLS.

From a Manufacturer: "In regard to the relation between supply and demand, we would say that so far as our own goods are concerned the demand is greater than we can possibly keep up with. We have this week placed a contract for an addition to our plant 288 feet long, four stories high, which is to be finished this fall. The same condition seems to prevail to a considerable extent among people we buy of. It is hard to get prompt delivery of steel, and an order for almost anything in the machinery line is subject to a delay of a good many months.

"As to whether or not there are too many people engaged in the manufacture of our line, we would say that we have not felt crowded up to date.

"In regard to our dependence upon trusts for the supply of raw material, we are not troubled much in this respect; about the only thing upon which we are absolutely dependent upon the trusts for being the naphtha and other products of the Standard Oil Co. The American Steel & Wire Co. is not quite so cheery as formerly, as we can get just as good steel, at fully as good prices, and more promptly of other concerns. We have had no special difficulties in the way of railroad transportation.

"There are no changes of price in view, and the amount of goods that will be absorbed during the coming season is probably larger than ever before. Our sales during the past six months have shown a greater increase than ever before over the corresponding months of the previous year."

THE CHAIN MARKET.

From a Manufacturer: "First of all, we want to be known as thoroughly in sympathy with the action taken by the American Hardware Manufacturers' Association at the recent meeting in Hot Springs, relative to the poor freight transportation given to manufacturers and their jobbing friends in general.

"We do not believe it is so much a matter of a car famine as the 'don't care a damn' policy of many roads, especially applicable to the service throughout Connecticut, in consequence of the monopoly held by the Consolidated road, so-called.

"We candidly believe that some trusts are nothing more or less than a necessary evolution, but manufacturers being tied hand and foot through the greed of the railroads needs more airing than attacks on the trusts, so-called.

"We anticipate no advances in the price of our goods in consequence of our being obliged to pay more for our raw material, and from the present outlook there are many months to come before manufacturers run short time.

"Hammer the railroad system, and you will certainly have everlasting praise from the manufacturer and jobber."

ICE TOOLS AND MACHINERY.

From a Manufacturer: "The demand for Ice Tools and Machinery has been very large during the past season, but the supply has been sufficient as a rule. While there are not a great number of manufacturers, the market is well provided for. Stock of raw material, such as iron and steel, etc., is somewhat de-

pendent upon the attention which can be obtained from the trusts, but no lack of supply is felt especially in this line.

"Railroad transportation has generally been satisfactory and there has been little cause for complaint in this respect. Prices will not change materially during the coming season, and it is probable that an increased consumption of machinery and ice tools will be purchased."

HORSE RASPS, ETC.

From a Manufacturer: "The past six months have been the largest we have ever had in our business career, and the indications are that the balance of the year will be equally as good as the past six months. The demand for our line of goods is in excess of the supply, so that we are considerably behind in filling orders.

"We understand this condition prevails among our competitors, so that we do not anticipate an over-production in the near future. We are independent of the Steel Trust for our raw material, as we manufacture our own crucible steel.

"Our railroad transportation facilities are excellent, and the only complaints we have against the railroad companies are the delays in delivering goods, which we believe are occasioned by the enormous amount of merchandise being transported at this season of the year.

"We contemplate making no changes in price, and we anticipate no let-up in orders for the next twelve months."

THE BELTING MARKET.

From a Manufacturer: "We can only speak of ourselves, and beg to state that as we recently enlarged our plant by about two-thirds, we are able to take care of our business satisfactorily, although the demand is very heavy. We are also able to add to our production on short notice.

"As to the material, we have to a certain extent to depend on trusts, though there are some worthy independents. We have, however, to carry a very much larger stock than formerly, both on account of the delay in shipments of materials and in railway transportation after shipment.

"The prices of our raw materials are in some cases slightly lower, but largely very much higher. This last condition means a stiffening in prices, but we are trying to maintain them, with the hope that the high figures we have to pay are but temporary."

NUTS AND BOLTS.

From a Manufacturer: "At the present

time the volume of business in our particular line is in excess of the supply, and has been for the past six months. These, however, are abnormal times, but in ordinary times the manufacturers of Bolts and Nuts can more than supply the demands.

"The question of raw materials is a serious one, we being dependent almost wholly on the large manufacturers of raw material, and this is in so few hands at the present time that we are really at their mercy.

"Regarding railroad transportation, we find very little trouble with this during the past six months. Prices have not advanced for the last three or four months, and we do not look for any great advance during the coming six months. The outlook is very bright and orders are very heavy for this season of the year."

HORSE SHOES.

From a Manufacturer: "The demand for Horse Shoes is fully up to that of previous years, with prospect of a very heavy fall trade. Deliveries are now reasonably prompt, and prices are steady."

GRINDING WHEELS.

From a Manufacturer: "The supply seems equal to the demand. We think there are too many people engaged in the manufacture of our line. We are not dependent upon trusts for our supply of raw material. We have no special difficulties in connection with railroad transportation. There does not seem to be any probable change in prices on our line of goods. We see no reason to believe but what the amount of our goods that will be absorbed during the coming season will be greater than ever."

EDGE TOOLS.

From a Manufacturer: "For a time back the demand for edge tools has been beyond the supply, but we look upon this as only temporary, as there are new concerns engaging in the manufacture of edge tools and we feel that it is only a question of time when the situation will be reversed. We are not as yet depending to any great extent upon trusts for raw material. We are bothered somewhat with the slowness of railroad transportation. We do not contemplate any change in price and expect the amount of goods absorbed will be about the same as last season."

FILES AND RASPS.

From a Manufacturer: "Conditions with us at present are bright; in fact, we are very busy, as the demand seems in excess of our supply, and we have difficulty in keeping pace with same. The trade which we supply seems to be

in flourishing condition, and from reports believe it will remain so for some time to come.

"We have had little or no dealings with the so-called trusts or combinations, but have always managed to get along without them; in fact, they do not worry us very much, as we are entirely independent of any trust or combination in the buying of our material and the making and selling of our goods.

"Prices are stiff, very stiff, and in cases of new parties desiring goods, figures have advanced, and it may only be a question of time when prices may have to be advanced on old customers, as cost of raw materials, labor, etc., have advanced, necessitating an advance of price in finished goods.

"Trade, generally, looks as though it will be good for some time in the future, unless some unforeseen circumstances arise and upset all calculations."

THE LOCK MARKET.

From a Manufacturer: "There are too many people engaged in the manufacture of our line.

"In the strict confidence which you have invited, we would say that we think all of our competitors should abandon the lines which we manufacture and leave us to take care of the public. Unfortunately, however, our competitors seem to be almost as busy as we are, and until general business conditions change we fear our hopes will not be realized.

"Like all the other Hardware manufacturers, we are dependent upon the Steel Trust and the Copper Trust for a large part of the raw materials required.

"We 'cuss' the railroads the same as other people do. We understand that it is considered good form to do so. Once in a while a shipment is lost in transit and we are obliged to go several months without any satisfaction. We can neither find the goods nor get pay for them, which is all wrong. In that same strict confidence which you invite, we would say that when the expansion of our business is considered, and the lost, strayed and stolen shipments of to-day are compared with the same occurrences ten years ago, we think the comparison is favorable to the transportation lines, but as the trend of modern thought is that the transportation lines should work exclusively for the public, we don't expect you to publish this."

THE MACHINERY TRADE.

From inquiries made of a number of manufacturers: The general opinion seems to be that there is no excess of supply in that part of the machinery trade connected with the Hardware business. In fact, in most lines

there is a very slow delivery, especially on standard goods, and a complaint of trouble in getting material and labor.

The tenor of opinion among these manufacturers is that the United States Steel Corporation, upon which most of them depend for their supply of raw material, has been a benefit rather than an injury, as that concern has kept prices favorable, been fair in the distribution of material, and fill orders to the factories on fairly good time.

As to possible changes in price. There does not seem to be any sign of fluctuation in this regard. The outlook now is that there will be as much of an absorption of goods in the next six months as there has been in the past six months.

While the manufacturers in these lines are not too optimistic as to be blind to the possibility of changes that may occur, yet they do not feel like underestimating the possibilities of the United States of America.

They believe that the growth of the country has developed the use of machinery as it has other things; that the demand is growing as rapidly as are the facilities for producing the goods. The factories are said to be full of work, while many are not able to make as prompt deliveries as they would like. As one manufacturer says: "You know that the men of this country are very impatient and when they order anything they think it must be placed upon the shelves immediately, and if the order is not filled out by the time it is acknowledged, they demand to know on what day of the week it will be shipped. But this seems to have been the custom in the beginning, and it is one of those things largely controlled by human nature. It seems to be about the same in all commercial countries, to promise on the promise of others, and to keep the first promise as the second enables one to do."

THE TIN PLATE TRADE.

From a Manufacturer: "For many years the power of production in this country for making Tin Plate has exceeded the demand, and as there has not been any artificial means of restricting the supply, we rather fear the conditions will remain unchanged. This brings about keen competition, with the struggle to lower costs, which is always done at the expense of quality; consequently Tin Plates, since the formation of the trust, have been lowered in price and in their quality, as the trust is favored with lower costs of primary materials. What is known as canners' tin has not one-half the coating of tin it had in the importing days when the standard was much higher. In those days a better quality

was demanded by the American consumer, but he seems to be satisfied with cheapness nowadays. This is particularly and unfortunately true in the matter of roofing tin, the standard being very much below what it was in the importing days. The consequence is that there is a wider spread between the best brands now made and the cheapest, whereas in the importing days what would correspond to the cheap brands made now would not have been tolerated. The outside, or independent makers of tin plates depend on the trusts for their raw materials.

"The consumption of Tin Plates will depend on conditions. There may be a reaction which is somewhat discernible now against the cheap stuff that has been made and sold, and a return to better methods, which is certainly to be desired."

HARDWARE SPECIALTIES.

From a Manufacturer: "At the present time we have a larger demand for goods than we can take care of, and we have reason to believe that there is going to be a still increasing demand for the next four months and up to December 1.

"In our line of screwdrivers we have a great many competitors. We believe that there are altogether too many people making screwdrivers, and our reason for believing this is the keen competition and very low prices which seem to be prevalent on the different lines at the present time.

"The other articles which we make, such as nail pullers, cutting nippers, pliers, hack saw frames, etc., are different in this respect, although we have considerable competition on these lines.

"The present high prices of material and labor have made it necessary for us to consider the advancing of a number of prices, and the amount of goods which we will sell during the next four or five months will be governed somewhat by whether we are obliged to advance our present prices or not, as a result of the continual advance of the price of steel, which we use almost altogether in the manufacture of our product."

ELECTRICAL SUPPLIES.

From a Manufacturer: "The conditions surrounding the manufacture of our goods have been and are very favorable at the present writing. It is our opinion that just now the demand is somewhat greater than the supply, for we believe with all manufacturers of our line very little stock is on hand, and they are working on orders. With us we have practically no stock. The only regrettable feature is that we have not been able to advance prices

on the manufactured article as rapidly as the raw material and labor have advanced. This is due, to a large extent, to the keen competition that exists in our line which might tend to indicate that, although there are not too many people engaged in the business, there is sufficient to keep prices at a reasonable level. Although the demand seems to be unusual, it is a question how long it will last.

"Business as a whole in the United States has been very good for several years past. As history oftentimes repeats itself, there is a possibility some time before long meeting with a change, but we hope that such will not be the case.

"It is our opinion that if business keeps up this six months as it has been of the past that the output of our factory will be increased from 50 to 60 per cent. over that of last year."

HOUSEHOLD NOVELTIES AND SPECIALTIES.

From a Manufacturer: "So far as relations existing between supply and demand, would say that in most lines we are not experiencing a great deal of difficulty in getting materials. The one thing which we are having the most trouble about is in deliveries in malleable iron, so that in this direction at least we should say that the supply was not equal to the demand.

"In our own line of goods during the past year the demand has been greater than ever, and we should judge that manufacturers were having difficulty in producing their full requirements.

"In respect to changes in prices, and the amount of goods required for the coming season, would say that as prices for raw material are keeping up, the general sentiment seems to be for higher prices for the manufactured goods, especially as the demand for all goods is apparently keeping up very well."

MACHINERY AND TOOLS.

From a Manufacturer: "We believe in the matter of Hardware of our line, that the goods which are being manufactured seem to be pretty much taken up by the trade; that at the present time there does not seem to be any overproduction. We buy quite extensively from so-called trusts who we feel are generally endeavoring to meet the wants of the consumer, keeping up the quality of the articles which they produce. We do not know of any changes in prices which may occur, and the demand for the coming season, as far as we can see, will be good."

THE GRAPHITE TRADE.

From a Manufacturer: "The relation now existing between supply and demand is that

we are getting more demands than we can supply. Probably if we were to dig up the truth from the bottom of the well, she would say that if there are any other people engaged in the manufacture of our line, we would say that there are too many people in this business. We are depending upon trusts for the supply of raw material that is handled solely by trusts, and to save our necks it is sometimes difficult to tell whether we are buying from trusts or not; sometimes we think we are not when we really are. We know of no possible changes in price. Probably the sales of 1906 will average 20 per cent. more than the sales of 1905."

THE TOOL TRADE.

From a Manufacturer: "In regard to present conditions and future prospects, we find it is difficult to diagnose everything that we would like to, and while we can see no cloud in the sky and our orders are very heavy against our productive capacity, we can hardly expect this condition to continue indefinitely; in many lines there is for ordinary conditions a large overproduction; in our particular line this may not be true, perhaps, our product being largely specialties.

"We believe, however, that there are so many opportunities for the consumer to spend his dollar that it would not go far were our present extremely prosperous conditions to be changed. We find it very difficult to get raw material of the right quality and in sufficient quantities, and our annoyances with makers are far greater than those to which we are subjected by the railroad or transportation companies.

"During the past few years we have not in any way changed our prices, believing that it was wise to continue if it was possible to do so. It has been no easy matter, however, to keep these prices on a level with five years ago, in the face of rapidly advancing costs, both for material and labor. We find also that it is difficult to buy machinery and get delivery that is at all reasonable.

"However, in spite of our troubles and in the face of all the sum total of pessimism that can be gathered together, we can see no reason why the present volume of business will not continue so long as the soil yields good harvests and labor is well employed."

Edward J. Drake, secretary and treasurer of the C. A. Baynon Co., 97-99 Reade street, New York, sailed for Europe early in July for a six months' pleasure trip, and is expected home early in August.

When Advertising Pays

Charles J. Billson is recognized as one of the leading advertising experts of New York City. When asked by a representative of the *HARDWARE DEALERS' MAGAZINE* to express the conclusions to which experienced observation had driven him, as to the developments in advertising and an increased recognition of its value, Mr. Billson said:

"The development of the advertising business during the twenty-two years that I have been in New York is remarkable. From a condition when money was spent in the careless, haphazard way in advertising, it has grown to be one of the largest industries in this country, and is now regarded as one of the strongest factors in nearly every business enterprise. As the value of advertising has become better known, the old-time conditions of ignorance, indifference and suspicion have been supplanted by confidence and a desire on the part of both the buyer and the seller of advertising space, to promote each other's interest on lines of the strictest integrity.

"In the early days the advertiser considered that with the purchase of space his duty to his business ceased. His idea was that space was space, and it could be filled up with any kind of 'copy,' and it was then up to the publication to sell the goods. There was then no such system as now prevails, of following up inquiries by personal calls or attractive literature. The method of distributing goods was crude, and the advertiser waited until the demand was created for his article before the goods were placed in the hands of merchants for distribution to the public. This lack of system was the cause, undoubtedly, of millions of dollars of waste of money in advertising.

"The matter of getting up suitable 'copy' was of secondary consideration. Frequently this department, now recognized as being the most important, was left to some minor clerk whose principal idea was to get together a suitable number of words to fill the required space."

"How about the number of advertisers of a couple of decades ago, as compared with those of to-day?" was asked.

"As compared to the present time," Mr. Billson answered, "the number of advertisers was very few. Unless the selling price of an article included from 300 to 500 per cent. profit, it was considered poor business to spend money in publicity. In view of the inadequate facilities at the command of the advertiser for obtaining results from advertising, this is not at all surprising. The manufacturers of many proprietary medicines estimated that it cost from 30 to 40 cents to

sell a \$1 article. To-day there are a number of advertisers who have reduced the cost of selling to less than 10 cents a bottle.

"The erroneous idea was more prevalent then than now, that because an article was advertised it lacked merit. The growth of advertising is due to a large extent to the confidence that now exists and which has been fostered by square dealing on the part of most up-to-date advertisers."

Of other phases of the question Mr. Billson said: "A poor article will not stand advertising. Goods must give satisfaction, otherwise there can be no continued demand. The advertiser who attempts to foist upon the market an unworthy article might better save his money, as no amount of publicity will serve to gain for it a place in the favor of the public. On the other hand, even a small amount of advertising will sell an article of merit."

"Wonder is often expressed that so many advertised articles continue to be offered to the public from which there is but a small margin of profit to be gained. The old adage of the nimble sixpence is borne in mind by the shrewd advertiser, who would prefer to sell 1,000 dozen of his goods at a small profit rather than 100 dozen at a large profit."

Sometimes Abused, Not Often

"It has been the custom of our company," said a representative of Patterson, Godfried & Hunter, New York City, in answer to a question from the *HARDWARE DEALERS' MAGAZINE*, "to grant vacations to our employees as a mark of appreciation for the services rendered to the company during the past year, and in order that they may recuperate and better handle the duties assigned to them during the coming year."

"This has been our custom since the company started in 1879, and while we believe that the employe has no just claim on the employer for a vacation, we have never really looked at it in this light, and have always found that where appreciation was shown in this manner, we were repaid in the long run by the services rendered, although we have found at times that employes abused the use of vacations by resigning their positions while away, or failing to return at the proper time."

Vacations Should be Real

To the Editor:

It has been our custom for some time to permit our employes, if they so desire, to take a vacation during the summer months. We do not remember how long we have done this, but for the past four or five years more of the employes have availed themselves of the opportunity than in the past.

We think that any one who has worked very hard during the year would be benefited a great deal by a vacation, provided the time is spent in a way to really bring about a complete rest of the nervous system. The writer contends that a person whose duties are such as to call forth a great deal of mental effort is not benefited by merely changing the form of nervous strain, such as going from a busy office on a long railroad journey and then spend a few days at some fashionable resort to return again to the routine work of the office. The writer feels that time spent in this way is worse than taking no vacation at all.

Very truly yours,

TENK HARDWARE COMPANY.

RUDOLPH TENK, Secretary and Treasurer.
Quincy, Ill.

Price-Cutting Shop to Let

At a recent meeting of the local Hardwaremen at Leeds, England, a member described a case of price-cutting for the purpose of building up a trade quickly, that ended as such attempts usually do.

He cited it as one falling under his personal experience, the details of which were as follows:

"A new man started a shop almost opposite to his, and dressed the windows with the same goods as he had in his, but each article was marked $\frac{1}{2}$ d. less. He dropped to the price, and the new man went $\frac{1}{2}$ d. lower. Thus they went on till they had tinned frying-pans, which cost $5\frac{1}{2}$ d., marked at 3d. each, and other goods in proportion. Then the new man began keeping open till 8:30 instead of 8. They went on and on till it was eleven every night; then the new man tried twelve for one night. That was too much for the narrator to stand, so, without saying anything about it, he arranged to get some rest in the day, and some of the assistants did the same, and at midnight they began to dress their windows for the next day. Of course, they had no customers at night, but the shop was open continuously for 37 hours. The other man kept open as well, but he had met his match, and closed the next day at 8 p. m., and within a fortnight the shop was to let. Nobody had tried cutting in that district since."

It is a rule of the Hardware Club of New York that members who have not paid their bills by the fifteenth of each month, shall be posted on the bulletin board. An experienced clubman, who has been watching this list for some months, said: "I do not believe there is a club of this size in the United States where so few names go on that board as this one."

HARDWARE IN THE PHILIPPINES

A CONCISE STATEMENT MADE BY ONE WHO IS ON THE GROUND—CONDITIONS THERE,
PRESENT AND FUTURE—THE GOODS WE SEND, AND THOSE WE OUGHT TO SEND.

By MILTON E. SPRINGER, of Manila, P. I.*

In accordance with the request of the *HARDWARE DEALERS' MAGAZINE*, I have prepared a statement showing the importations into the Philippine Islands for a period extending over nine months.

These figures are gathered from the statistical division of our custom house, and are in a measure as correct as could be expected.

Of course, there have been a goodly number of these articles imported, which have paid no duty, by reason of their being for the use of the United States Government in the Philippine Islands.

In glancing at the enclosed statement one can't but help feel highly gratified at the remarkable success which must necessarily attach itself to the superior quality of American Hardware, when we bear in mind that but a few years ago Hardware of American manufacture was practically unknown here.

Up to and including this day it has been quite difficult at times to convince the purchaser that whatever was said of American goods was true, and often a practical demonstration had to be given to effect the sale.

To-day the superstition which was foremost in the minds of the natives, that all good goods must be either English, German or Spanish, has now faded into oblivion, and it is a common occurrence now for a common Filipino mechanic (who wears no shoes and with his shirt on the outside of his trousers) asking for a Disston's Saw, a Maydole Hammer, a Stanley Level, or a Stanley Plane, etc., which proves conclusively that he has had one of the standard tools in his possession, and that it has given him excellent results; in fact, so much so that he discards forever the antiquated native saw and tools and becomes a convert to the use of American tools, which means that his generation will use them forever and a day. Thus you can see that American Hardware in the Philippine Islands has been on the forward move, and will continue to progress so long as Americans remain in charge here.

*Milton E. Springer is the manager in Manila, Philippine Islands of the American Hardware & Plumbing Co., located on the Plaza Santa Cruz. This concern is placing in those islands all sorts of sporting goods, steam goods, packing, valves, rubber hose, stoves, pipes and pipe fittings, paints and oils, Hardware and sanitary materials. The information which he furnishes is of considerable value as indicating our business with those far away islands.

Our importations are bound to increase, and as America has never been known to be second to any one, we few American business men in the Philippine Islands do not propose to allow American Hardware to occupy any other place than that to which it rightly belongs, which is on the uppermost round of the ladder, representing our importations.

If it is the desire of the American Hardware Manufacturers' Association to improve the situation here, we have the following suggestion to offer, and that is to bring all the pressure within their power to bear on Congress and the United States Senate, so that they will get down to business, and not consume all their valuable time in looking after such things as the massacre and also the adjustment of General Wood's traveling expenses, etc.

By putting aside these minor details and grasping the larger problems which confront these honorable bodies, for as soon as they take up the larger problems, which are now before them, it will then settle the Philippines problem, and by so doing will inspire confidence, which will mean that American capital will invade the Philippine Islands, and with its coming will also come an era of prosperity.

Already there are a number of large capitalists ready to locate in the Philippine Islands as soon as our status is definitely settled.

To the old settler who has been in the Philippine Islands continuously and notices the improvements and changes which have taken place, one must often stop to consider what wonderful changes have been effected by the small American capital invested here and which has worked out these results, as it were, by groping in the darkness.

Another feature which does us no good is the continuous reports of the sale of the Philippine Islands to Japan. If the United States has any intention of disposing of the islands it will certainly be a breach of faith on their part if the American business men who have resided here from the beginning should not be the first to be apprised of this fact in order that they may make arrangements accordingly.

Another thing that we would like to know something about is what Congress intends to do regarding the tariff. As it now is we can only afford to carry small stocks, which means

quite often, the Government will place its orders with Washington and have them sent out, whereas if we knew something positive, when action on this would be taken, we could then in a measure calculate on how much stock to carry.

All conservative business men feel the same way about this feature, and I presume that we will have to continue for a time at least to remain in darkness regarding our status, and we know of no solution to improve the conditions here, or to increase our trade with America until such time as these several problems are definitely settled.

I can say from personal observation, which has extended over a period of eight years in the Philippine Islands, that the thing most needed here is for the adoption of a policy which will carry with it some security of feeling which surrounds all business people within the shores of the United States of America.

The figures which Mr. Springer kindly furnishes of the imports of articles relating to the Hardware trade for a period of nine months are as follows:

Brooms and brushes, \$12,405, of which the United States furnished \$5,096.

Cement, \$172,808, of which the United States furnished \$21,059.

Tar, \$931, of which the United States furnished \$357.

Turpentine and pitch, \$876, of which the United States furnished \$651.

Turpentine, \$13,309, of which the United States furnished \$5,479.

Saws, \$2,579, of which the United States furnished \$1,392.

Locks, hinges and builders' Hardware, \$21,116, of which the United States furnished \$5,987.

Tools, \$72,989, of which the United States furnished \$38,887.

Table cutlery, \$3,558, of which the United States furnished \$146.

Pumps, \$19,114, of which the United States furnished \$16,151.

Wire, \$31,593, of which the United States furnished \$20,607.

Pipes and fittings, \$66,690, of which the United States furnished \$57,781.

Scales and balances, \$10,778, of which the United States furnished \$8,851.

Stoves and ranges, \$9,371, of which the United States furnished \$7,550.

Lead pipe, \$1,686, of which the United States furnished \$1,453.

Lead in pigs, bars and old, \$2,853, of which the United States furnished \$822.

Linseed oil, \$27,327, of which the United States furnished \$2,053.

Lubricating and heavy paraffin oil, \$44,369, of which the United States furnished \$39,352.

Oxide of zinc, \$14,155, of which the United States furnished \$1,477.

Varnish, \$9,784, of which the United States furnished \$7,902.

Cut nails and spikes, \$1,229, of which the United States furnished \$105.

Agricultural Implements at Smyrna

The importation of agricultural machinery at Smyrna is almost entirely in the hands of three firms. Paul J. Ballardur was the pioneer in the business. The first ploughs and reapers were imported by him from the United States as early as 1884. He is the only importer who makes a specialty of the sale of farm implements, and is the agent of several prominent American houses. Edward Clarke started in this line of business about thirteen years ago. While dealing chiefly in flour milling machinery and general Hardware, he also conducts the sale of agricultural implements in much the same lines as Mr. Ballardur, but on a smaller scale. Mr. Clarke sells English plows made after American patterns, his only article of American manufacture being the reaper.

Avedikian Frères began dealing in farm machinery about six years ago. Their imports include ploughs, reapers, cultivators and windmills. The trade in agricultural implements is gradually growing. The demand is hampered chiefly by the widespread poverty of the farming class, but also to some extent by the limited means of transportation to points in the interior remote from the railway lines. Another serious difficulty is the general lack of credit on the part of buyers in the interior, which involves of necessity a cash business in most cases.

Belgium and Firearms

The report from Belgium is that the present year registers a considerable falling off in the American orders for firearms, for which Liege is renowned. The cheaper grade of guns formed nearly all the shipments, the duty on the higher grade being deemed prohibitive. The Belgian manufacturers are troubled lest the time has come when their cheap variety of firearm, built at a low cost on account of the piecework prices and the facility for obtaining raw materials, are successfully met by the American manufacturers even under the handicap of a high wage. This is true of every article that enters the United States, and, while in some the American competition cannot yet meet them, the time will surely come when the same condition that at present controls the firearm manufacture will confront them.

A JOBBER ON SPECIAL BRANDS

By S. NORVELL, Norvell-Shapleigh Hardware Co.

Business conditions in this section were never better. June and July are usually dull months, but this year there has been no let-up in business, and it has been very embarrassing, as a number of our employes have taken their usual vacations. Those who remained at home have been compelled to do night work. On general principles, we are very much opposed to any departments or any employes working at night.

Prospects for fall business are excellent. We will have just as much as we can take care of. The problems we have before us the rest of this year are not those of selling goods but of taking care of the business.

AS TO SPECIAL BRANDS.

Answering your question on special brands, it is our opinion the agitation of this subject by manufacturers has been of benefit to those jobbers who sell a complete line of special brands of good quality.

There are several Hardware jobbers in this country who devote and have devoted for many years a great deal of care and attention to their special brands. Their goods are first-class; they are not excelled by any lines on the market. Their lines are complete. These goods are put up in attractive form. They are sold at reasonable prices. Any retail merchant is safe and wise to buy any one of several well-known lines of Jobbers' special brands. He is especially wise in buying them if he can obtain the agency for his town.

The agitation of this subject has led to discrimination on the part of the retail trade in buying special brands. We, of course, all know that some jobbers have never devoted any particular attention to their special brands; their lines of special brands are not complete; they have been careless in the quality of the goods upon which they have placed their brands.

No intelligent retail dealer should have any difficulty discriminating between good special brands and poor special brands, just as he would discriminate between manufacturers who make good goods and others who make articles of inferior quality. Because an article happens to be presented under a jobber's special brand is no reason why that article should be first-class in quality any more than that an article offered under a manufacturer's brand is a good article simply because it happens to be sold under the name of the maker.

LOTS OF INFORMATION.

The retail trade of the country has been given a good deal of information on the sub-

ject of special brands. In our opinion the result has been an increase in the sale of special brands of good quality and a decrease in the sale of second-grade stuff masquerading under a special brand as a first-class article. The more discussion we have on these subjects the better. We cannot have too much light or too much information about our business.

I believe it was Abraham Lincoln who said: "You can fool some of the people all the time, And all of the people some of the time, But you can't fool all the people all of the time."

Unless there was some good reason there would not be such a large quantity of Tools sold under special brands. Unless these goods were satisfactory to the consumers, the retail merchants certainly would not continue to buy them.

Manufacturers frankly admit the growth of the sale of goods under special brands is a menace to their interests. There must be a fundamental reason for this growth. It is surely a reflection upon the intelligence of the retail trade for manufacturers to intimate they buy special brands because they do not know any better, that they are paying high prices for poor goods on account of their ignorance.

SUPPOSE A CASE.

Calling names does not help get at the truth of any question. Suppose, for the sake of argument, we admit manufacturers brands and the best jobbers' special brands are of equal quality. Let us admit the cost of the two lines to the retail dealer is just the same. Then why should a retail dealer prefer to buy a special brand instead of a manufacturer's brand? To anyone who is at all posted on this subject the answer is because he can control the sale of the special brand in his town and get a reasonable and fair price for the goods.

There are other reasons, such, for instance, as advertising a complete line under one brand, which cannot be done with many manufacturers' lines under many brands. Still another reason is in the fact that buying a large part of a line from one house in case any of the goods prove defective, adjustments are easily made with the salesman, who calls every two or three weeks.

If a jobber with a well-known line of special brands sold his goods to catalogue houses and permitted them to demoralize prices, how many retail dealers could be persuaded to buy this line? If such a jobber should sell his

special brands to every Tom Dick and Harry in town, how many first-class Hardware stores could be persuaded to adopt this line, advertise and push it?

TOO FEW BRANDS.

The trouble in this country to-day is we have too few manufacturers' brands, or, rather, too few brands of certain manufacturers' goods. Some manufacturers by their enterprise and ability have practically taken all the trade of the country on certain lines. They are naturally proud of their name and they wish all their output under one name. They expect every jobber in the country to buy their goods under their name. They expect every retail dealer to have these same goods in stock. Then some of these manufacturers sell a catalogue house at the same price they do the jobbers, and put the catalogue house in position to come in competition with retail dealers with the advantage of the jobbers' cost. These goods are also sold by what are known as wholesale catalogue houses. Please remember all under the same brand. Wholesale catalogue houses sell to any class of dealers.

Therefore the exclusively retail Hardware dealer in town finds himself confronted on these well-known manufacturers' brands with competition not only from catalogue houses, but with competition on the same brands from other Hardware stores in his town, and still further with competition from every 5 and 10-cent counter store, grocery store and bazaar in the town where he does business. All these people are selling the same brands. It does not take much imagination to realize what happens to the profits on these goods.

THE JOBBER APPEARS.

Now, when affairs have reached this point, along comes a first-class jobber and offers one of the Hardware dealers in this town an attractive line of goods under a special brand. The dealer is tired of competing with the whole world and jumps at the opportunity. He proves to his own satisfaction and to the satisfaction of other dealers in town he can sell this special brand at a fair profit and increase his business. Then another Hardware dealer in the same town buys another special brand. If there is a third Hardware dealer he looks for another line.

This state of affairs leaves the manufacturer's brands to be handled by catalogue houses, both wholesale and retail, by the grocery store, the 5 and 10-cent counter man, etc., etc. Then these manufacturers complain of the jobbers turning down their lines, they send out "missionaries" to work the retail trade.

Do the manufacturers see the real point of this whole question? It is a perfectly simple one—all jobbers do not wish to handle the same brands, all retail dealers do not want to handle the same brands. The quality of the goods is all right, their prices may be all right, personally we may like them very much indeed, but all of us want something different from our neighbors.

A great many manufacturers will not sell one jobber and give him a certain territory because they want all the business. They are not willing to have their goods sold by one dealer in town, because they want all the business. They will not take their goods away from catalogue houses, because they are afraid they will lose some business. They will not put out their goods under several different brands, because they take too much pride in their own name.

WANT THE EARTH.

We would not like to speak disrespectfully of any of our good friends in the trade, but it seems the core of the difficulty on this special brand question is that some people want the earth.

Why are some manufacturers now advertising so extensively who advertised very little before? It is to overcome the effect of special brands. If the quality of special brands is as poor as some manufacturers state, is it not only a question of time until the poor quality will kill the brand? All of us are surely willing to admit the proposition that the quality of the goods establishes the standing of the brand, and that no brand, however attractive, will establish a reputation for an inferior line of goods.

St. Louis, July, 1906.

An American Complains

An American residing in London has sent to an English newspaper a letter of complaint, in which he says: "I saw in your columns a card advertising an article I want badly. I want that article in quantities, and I want it at once. I immediately telegraphed to the advertiser in Birmingham, asking him to send along a catalogue by the first mail. Do you think that catalogue came? No, sir. Do you think I shall get that catalogue next Saturday week? No, sir. I shall get a letter in the year 1909 thanking me for my esteemed favor of January 5th, 1906, telling me that the matter will be put in hand. What England wants is neither free trade nor protection. She wants a long, sharp pin stuck into her, three times a day, after meals."

ON THE OUTER HARDWARE WALLS

THE ALERT WATCHMEN ON THE JOBBERS' TOWERS STILL SENDING DOWN A MESSAGE OF
HOPE AND GOOD CHEER—BUSINESS AS GOOD AS COULD BE DESIRED—MOTHER
NATURE STILL IN A GENEROUS MOOD.

The watchmen standing on the outer walls of the kingdom of Hardware are still crying unto each other and to their friends within: "All's well!"

The jobbers, who are certainly in a position to know what is being done by manufacturers and retailers, are still in a pleasant frame of mind so far as regards the present, and are yet hopeful so far as regards the future.

Their reports as to market conditions found below are supplemented by some interesting observations as to that question which seems to be forever with us—Special Brands. Their views do not seem to have undergone very much change because of the discussions that have occurred on this subject in the conventions. Their attitude, however, seems to be one of justice toward all, with perhaps a slight leaning toward favoring the views of the jobbers in this respect—a condition of affairs hardly to be unexpected under the circumstances.

Everybody is singing praises of the good work of Mother Nature, and if the prophecies that are found below are fulfilled, the farmers and the planters of the United States will find their granaries filled again and their goods asked for by the entire world at very substantial prices.

Chicago, Ill.

Wells & Nelligar Co.: From personal observation we have reason to believe that the crops throughout the northwest are to be abundant. Prices are certainly good for grain, cattle, hogs and sheep. The purchasing power of the farmer was never greater. Through the farmer comes a demand for most everything kept in stock by a retail Hardware merchant.

We argue from the above that the fall trade is sure to be very promising to the Hardware jobbers who are so fortunate as to be located in this great Mississippi valley.

Already many orders for future delivery are in our hands and our road salesmen are taking orders for future delivery in quantities larger than usual.

The recent agitation on the question of special brands has left the matter unsettled. There are instances where an article of a special jobber's brand has been tried and found to give as good satisfaction, at less money, than a manufacturer's brand of a similar kind. A salesman that is loyal to a

jobbing house becomes accustomed to sounding the praises of a certain line of goods, the sale of which his house controls, and he prefers to keep on disposing of an article that is an easy seller, and that he can to a great extent control on his territory.

Now, if the jobber prefers to keep his private brands and the customers are satisfied with them, and the salesmen prefer to offer them, it would seem as though the question would take care of itself.

St. Joseph, Mo.

Weyth Hardware Manufacturing Co.: We are glad to be able to report our business for the first six months of 1906 has been larger than during any similar period in our history.

Any further comment seems unnecessary as to conditions which have prevailed up to this time. While it is a little early to express an opinion regarding fall business, we are inclined to think that it will be quite as satisfactory. The corn crop is the all-important factor, and while corn is a little backward on account of the extremely dry weather which prevailed during May and June, it is now making good headway and bids fair to come out all right.

We do not believe that the Special Brand question will ever be eliminated by the discussions which take place at the various conventions. Some of the statements which have been made strike us as being somewhat ridiculous and far-fetched. We cannot imagine how a self-respecting jobber could consider for a moment placing of his brand on which he has made his reputation on an inferior class of goods. We do not go so far as to state that this is not done, but we can hardly believe it. The jobber is just as anxious to keep up the quality of his own brands as the manufacturer can possibly be, and it strikes us that he has just as much at stake.

Atchison, Kan.

A. J. Harwi Co.: We are pleased to say that the outlook for another prosperous year in Kansas is most excellent. Earlier in the year we had a drought which threatened to destroy the crops, but in due time the rains came, and we have just harvested the best wheat crop Kansas has ever produced.

There are many fields of wheat in the territory nearby this city that are averaging from 35 to 45 bushels per acre. The berry is very

plump and the wheat averages 63 pounds to the bushel. Corn is coming out wonderfully in the last three weeks, and now promises a full average crop, so that the outlook is excellent for fall trade. The large crop of wheat is forcing a reduction in the price, but the crop will bring the usual amount of money to the Kansas farmers.

Oklahoma is in a similar condition. It is estimated that they will raise 30,000,000 bushels of wheat in that territory, an increase of fully 11,000,000 bushels over last year, and their corn and cotton crop promises excellent.

Referring to the Special Brand matter, will say that the agitation has died down. There is so much to be said in favor of these brands being sold by jobbers that they cannot be eliminated from the business of the future.

Greensboro, S. C.

Odell Hardware Co.: The Special Brand matter has not been eliminated from the Hardware business, so far as the jobbers are concerned. They are still using it and expect to continue to use it. The discussion of it has ceased in the associations because there was never anything to discuss. As long as there is a demand for good goods, the manufacturers continue to solicit the small trade and thus break down the margin of profit between the jobber and the retailer. You just make up your mind the jobber is going to keep up with the procession and will not be lost in the shuffle.

Business is not as flushed as it has been, but fully as good as we could expect this time of the year. We know of no reason why it should not be satisfactory this fall.

Topeka, Kan.

W. A. L. Thompson Hardware Co.: Everything in the State of Kansas is pointing toward a most satisfactory year. Our wheat is turning out away and beyond the most sanguine expectations. The quality is fine, and in some cases the yield is almost double what we expected. The corn is problematical, but from present indications we think we will have a very satisfactory crop. General business is very satisfactory.

New York City

Smith & Hemenway Co.: Condition of business at the present time is most flattering, as fall and winter orders are already beginning to come in, and we certainly have a most optimistic view as to the condition of fall trade. Special brands: We have followed this discussion very closely, and still think it is a very live and important matter to the Hardware manufacturers.

Cleveland, O.

Lockwood-Taylor Hardware Co.: The users of pig iron show confidence in the present price by buying quite freely. Boatbuilders and users of structural steel are also liberal purchasers. The consumers' demand for all kinds of manufactured goods is unusually good. To supply this demand keeps the manufacturers, jobbers and retailers busy. There is no complaint of dull times, and the outlook for vacations is the only discouraging feature.

A good many people are finding out that they have been wronged, who were unconscious of it before. The discontent that this produces is acting as a disinfectant. Indignation is a good germ destroyer. Violators of law are on the run and unless we forget, we shall greatly stimulate moral vigor. If, as it is alleged, we are too corrupt to permit the public to manage our transportation, lighting and water works, we need a revival of integrity.

A new course added to our universities on uprightness, might be desirable, making the course compulsory, as attendance on chapel service is. It may be quite as dangerous to overestimate our vices as it is our virtues. It certainly is so if we keep for ourselves all the latter and bestow all the former on the other fellow. Fault finding is not pessimistic when it does not exaggerate; just now it seems to, but as grand juries verify so much of it, it is time for the confessional. If arrogance in official life is modified, and fraternalism increased, it will recompense us for the chagrin, and verify the belief that evil may have a mission.

The commercial spirit has largely created the world we live in, until what one gets counts for success, but this is a temporary phase. A force that never slumbers causes discontent, and changes estimates of value, that will not be satisfied until a true measure is established.

The belief in total depravity is no longer accepted as a philosophy of life. The right ideal makes for success. Unless the main aim of the physician is to benefit and cure his patient, he is unworthy of success, so the merchant, jobber or retailer, whose only aim is to make money ought to fail. To be of use to his patrons must be his ideal. Of course, he must make money, but if this be his only motive, he is not likely to succeed. Conduct that shows an interest in the success of his patrons, is the best guarantee of his own success, and in this pretense is a poor substitute for reality.

The discussion of Special Brands will not cause a change. Jobbers have some right in selecting the goods they sell, and the standing

of many large jobbers depends upon their Special Brand. The interest of the retailers in these brands is quite as important. With a number of houses in the same place, jobbers and retailers alike prefer to have different brands in as great a variety as possible. The assumption that Special Brands are inferior in quality is not true, unless it is one sent out on inferior goods by the manufacturer. The facts are that the highest grade of goods being sold are those with jobbers' brands, as no jobber would permit the use of his Special Brand on inferior goods. There are very few manufacturers' brands equal in quality and prices that excel many of the Special Brands, because jobbers give more care to this matter than any other part of their business, for which the reasons are obvious.

The highest priced goods they sell in nearly all lines are Special Brands, and their reputation depends upon the quality. The system is too well established to be abandoned and will not be.

St. Louis, Mo.

New Paddock Hawley Co.: The indications for business in our section are more favorable than for many years. The great difficulty in the heavy Hardware line is the scarcity of material in the iron and steel line and also Hardware, lumber and wagon wood stock, which are features of this line of business. The demand promises to increase and the source of supply is constantly diminishing, so that prices will have to be adjusted on a new scale in the near future.

In regard to the matter of special brands of goods, this is always a source of more or less discussion, but we think that it should not be taken too seriously, and it really does not cut much of a figure to the trade.

Atlanta, Ga.

King Hardware Co.: Conditions in this section continue favorable and every indication points to a good trade, though, as stated previously, everything depends upon the cotton crop, and it is yet too early to make any guess as to this point.

Council Bluffs, Iowa

Empkie-Shugart-Hill Co.: Business in this section of the country still remains in first-class shape.

The government's report of the corn crop places it on a basis of 10 per cent. better than the average for the last fifteen years. We have had a delightful summer so far, with plenty of moisture, and as far as business is concerned, July being considered a quiet

month, trade has held up unusually well, and there seems to be no chance for the salesmen to get their usual summer vacation as long as conditions remain as they are now. The present prospects could not be better. Collections are good.

Regarding special brands, this matter seems to have been given a rest for a short time, and we think better for all concerned to let the matter rest. Looking at it from a jobber's standpoint, we think the question of special brands is here to stay, and we think it should be.

Denver, Colo.

Moore Hardware & Iron Co.: We are going ahead as though we were assured of a good fall and winter trade. Conditions in our State are promising—as they were the early part of the year. We see no reason why there should not be the volume of business anticipated.

As for Special Brands, we believe the question is discussed very little. It is a matter of personal opinion. We do not favor going into it very extensively. We use such brands on some lines, and the result has been very satisfactory; at the same time, we have tried to limit the number of items as much as we can.

Boston, Mass.

Brown-Wales Co.: Business conditions are fully as promising for the fall and winter trade as usual for this season of the year. The amount of building going on seems to be about as usual; we do not think there are as many large buildings under way in this city as in the past, partially owing to the lack of demand as well as the high cost of material. But taking trade right through, we feel as well satisfied as we could expect to be considering the above.

Too Many Implements

Advices from Cape Town, South Africa, are to the effect that during 1904 the value of agricultural implements (not including harvesting machinery) imported into Cape Colony from the United States of America amounted to \$325,525. It is stated by one of the largest dealers in agricultural implements that the whole country seems at present overstocked with these articles, and to substantiate this he mentioned that a member of a large Canadian manufacturing firm recently came to examine the possibilities of trade after the failure of a former agent, and became convinced that the field was thoroughly covered, and therefore did not consider it advisable to incur any expense in attempting to get business at this time.

The Salesman's Response

There appeared in the *HARDWARE DEALERS' MAGAZINE* for July a series of communications from jobbing Hardware houses as to the relations existing between themselves and their salesmen. While all these communications were of a nature showing a mutual recognition of service, and a mutual obligation between the Hardware houses and the men who sell goods for them, there were suggestions here and there that even closer friendship might be established between the two.

A correspondent who registers from New York City has taken the stand that there are two sides to this question, and he therefore

During that time the business has increased 25 per cent., and two years ago during his employer's absence in Europe he was in entire charge of the business, having power of attorney, signing checks, buying and selling at his own discretion and judgment and showing very satisfactory results. He has charge of the advertising, credits, sales and general supervision of the office, doing a large amount of work because of his familiarity with the business obtained through ten years' service. No word of commendation or recognition has ever been given for the work, and on three previous occasions when an advance in salary was requested it was not any too liberally given, but



FIRST HARDWARE STORE ERECTED IN SAN FRANCISCO AFTER THE DISASTER.

proceeds to suggest somewhat pointedly a series of reasons why the salesmen should have their say in the matter. This communication is as follows:

To the Editor:

The correspondence on the "Jobbers and Their Salesmen" in the July number is very interesting, and it has occurred to the writer that some expression regarding the method of recognizing efficient and valuable service would be equally interesting and educating to a number of employers who either from neglect or thoughtlessness fail in this respect. For instance, the writer has held for ten years a confidential position in a large manufacturing firm in this city. He is on a friendly footing with his employer and is always a welcome guest at his home. It is more than four years since he has received any advance in salary.

the request was granted. If the request was repeated it probably would be granted again, but the character of the work done ought to call out a voluntary recognition in the opinion of the writer. Also no vacation has been given during the ten years. The employer makes a net profit of about \$20,000 per year, giving not more than three hours per day to the business, because of the writer's ability to handle matters to his entire satisfaction. The writer's salary is \$1,500. He is an educated man of ability, but self-seeking is not one of his strong points. Yours truly,

New York, July 19. A SILENT KICKER.

Edward P. Stoughton, vice-president of the Millers Falls Co., in charge of the New York office, has gone to Europe for a two months' pleasure tour, accompanied by his daughter.

BOOMS FOR THE SKATE TRADE.

A general canvass of the United States indicates that the ice skate business will be far better than the average this year throughout the country.

In some sections there was not the usual amount of skating in 1905, but this applies to but a limited area. In other places the ice skate business was unusually large, and dealers, both jobbers and retailers, sold out their stocks.

As a result of these several conditions there will undoubtedly be an active ice skate market this year.

A new element has been developed within the last two or three years which has put this industry on a better and firmer footing than ever before. We refer to the game of hockey which has been brought down from Canada and is now being quite generally played in all parts of the country east of Chicago.

Indications point to a rapid development of this game in schools, colleges and athletic organizations, and there is every reason to believe that it will become the winter sport of the United States in quite the same manner as it is played now in Canada and with a reasonable degree on the same plan as baseball, golf and tennis are recognized as the great summer sports.

All persons interested in the ice Skate business have been gratified at the development of the game of hockey, for the reason that it gives courage to dealers to carry a stock of hockey skates, so called, right through the winter, whereas in the old times dealers hesitated to have any skates on hand after the legitimate period of the Christmas trade.

The game of hockey, of course, attracts people to the sheets of ice, and in this way general ice skating is likewise becoming more popular than ever before.

The activity in roller skating has been increasing rapidly during the last eighteen months. There is, of course, considerable cessation in cities and large towns during the hot weather, but all signs indicate renewed and even more extended activity in the autumn.

Roller skating rinks are now in successful operation in nearly all cities and towns in the country. The States of Texas and California are particularly active, and there have recently been established a number of rinks in and about New York, with evidences of many more yet to come.

Summer parks have recognized this revival in roller skating, and a great many resorts have converted dance halls into roller skating rinks, while others have erected special build-

ings for the accommodation of skating rinks.

Managers have discovered that there is hardly any article of merchandise that has as hard wear and tear as skates rented to rink patrons. For this reason the best of managers throughout the country find that the true economy in the purchase of roller skates is in buying the very best that are to be had.

Manufacturers of roller skates are but few, and there is but little to induce new manufacturers to go into the business, owing to the fact that it takes a considerable plant and a great amount of experimenting to get out a first-class skate in any desirable quantity.

Inquiries from *THE HARDWARE DEALERS' MAGAZINE*, as to whether or not the dealers in the United States are rising to their opportunities, have produced the following responses:

Allentown, Pa.

M. S. Young & Co.: We have never kept any roller skates. In regard to hockey skates, would say that the sale is increasing in a retail way, but we have, as yet, not done much in regard to jobbing them. We think, however, that we will also get a demand from this source during the coming season, which will considerably increase the use of the same.

Paterson, N. J.

H. W. Mills & Co.: Regarding the demand for hockey and roller skates, would say that in the last few years we have noticed a large increase in the demand for hockey skates. The roller skate craze has not struck us, although, within the last few weeks, a rink has been opened. As soon as there is a demand for this class of goods we will be pleased to carry a sufficient stock to fill the demand.

Clinton, Iowa

Baldwin Bros.: Hockey has not struck this part of the country; in fact, the last year or two have not been up to the usual on ice skates. Last winter we had an open winter, scarcely ice enough to put up a stock around here. Nevertheless, the trade bought skates freely for the holiday trade, and while there was not much skating the trade on skates was first rate.

Roller skating is being revived somewhat and there is a good demand for sidewalk roller skates for children. Outside of carrying a line of cheap roller skates, we do not think that the trade is taking to them; the roller skating craze strikes the country in spots; it is not general.

Escanaba, Mich.

Delta Hardware Co.: We are inclined to think that the playing of hockey has somewhat increased the sale of ice skates in Upper Michigan. As to roller skates, we find that there is at present more of a demand for these where a year ago there was practically none.

At the same time we find a disposition on the part of dealers to be very conservative in stocking roller skates, for a number of years ago, you will remember, the craze was on and fell very suddenly. The dealers are, therefore, somewhat skeptical.

We have sold a good many pairs of roller skates within the past eight or ten months, but they have all been on direct shipments. We have not come to the point where we wish to stock them.

Selma, Ala

Carothers, Rogers & Towedes: There is no demand here for ice skates at all, as we never have ice enough to skate on. The roller skate business has been good for the past eighteen months, but the craze seems to be dying out, and very few roller skates have been sold here for the past few months. All the dealers have very fair stocks, but our opinion is that very few skates will supply the demand from this time.

Fort Dodge, Iowa

Prusia Hardware Co.: This territory has not experienced any increase in the sale of hockey ice skates, as there is very little known of the game in this territory. There has been some increase in the sale of roller skates, but the trade does not seem to be a permanent one. There is only a small spurt in different localities and it soon dies out. We have not been carrying either of the above in stock, and do not believe that we will be warranted in doing so at the present time.

Goshen, Ind.

Hawks Hardware Co.: Hockey, as a sport, has not been introduced here, and we cannot notice that our sale of ice skates has increased to any particular extent during the last few years. The establishment of a roller skating rink here has led to a very large trade on roller skates, both for use on sidewalks, and of the finer grades to parties who use the rink and wish to own their own skates. We find this a very desirable and profitable department of our business.

Dayton, O.

Kramer, Viot & Co.: In regard to the skate outlook, will say that the ice skate business is not very good, on account of not having much ice. The roller skate trade is on the boom, on account of the number of rinks that are starting up over the country.

Youngstown, O.

Morris Hardware Co.: Sales of ice skates have increased twenty-five per cent. We sell about 1,000 pairs each year. Last year we sold about 3,000 pair of roller skates, and we expect to do almost as well this year. Roller skating only lasts about three years in one locality at one time; then there is a skip of about ten or fifteen years. There is good money in ice and roller skates if handled properly.

Topeka, Kan.

W. A. L. Thompson Hardware Co.: The roller skate proposition is becoming very popular all over the west. The purchase of the skates is done direct by the skating rink proprietors, through the manufacturer. Ice skates in this part of the country are not a great feature, as the ice is so irregular. Last winter there was very little natural ice, and the winter before scarcely any more. However, there is a small business done in each of the larger towns of the State, with quite a disposition to do more, if we could depend upon the ice.

Reading, Pa.

Bard Hardware Co.: Owing to the uncertainty of the winter season, comparatively few ice skates are sold in this territory. The retailer will not buy a stock of skates until the ice is formed on the ponds, and then only enough for his immediate need. A roller skating rink was started in Reading about two years ago, but thus far it has not won popular favor in the same measure as when the fad was on some years ago. The principal demand for roller skates is for children, who use them on the sidewalks. The retailers do not show any disposition to push the sale of them, and the demand hereabouts is comparatively small.

Holyoke, Mass.

J. Russell & Co.: We have not noticed an increase in the sale of ice skates since the introduction of the hockey skate; neither are we interested in the sale of roller skates, as most of these are sold directly to the rink owners, and they are very little used outside of the rinks in our city.

Jackson, Mich.

Smith-Winchester Co.: This town does not support a hockey club. There has been considerable roller skating, which has, in our retail department, stimulated the sale of roller skates. The sale has been practically dead up to last season.

Watertown, N. Y.

W. W. Conde Hardware Co.: There has been no perceptible increase in the sale of ice skates in territory adjacent to this city. One

reason is there is no rink in this city, which would increase the sale of high-grade skates. The hockey sport has not developed here as yet, although there is some talk of building a rink this season for the coming winter. If this should materialize, unquestionably this would increase the sale of high-grade skates, including hockey. There is no sale here for roller skates for the same reason as above—that we have no rink.

Kingston, N. Y.

J. T. Johnson. Ice Skates.—The sale of the same in our territory has been somewhat below the normal for the past two years, on account of the open winters. The sale of Hockey skates is increasing. Roller Skates.—There is just beginning a demand for the same, and the trade is naturally going to the Hardware stores in the larger towns, and in the smaller towns to the general stores. We find the retail merchant more willing than ever to add new lines.

Danville, Ill.

Yeomans & Shedd Hardware Co.: We have had a roller polo craze here for two years, which has now died out. Hardware dealers are not disposed to handle the goods. No hockey is played here, and the ice skate business is very unsatisfactory and uncertain.

Pittsfield, Mass.

Peirson Hardware Co.: We have had an increasing demand for some years for hockey skates, and they are carried in stock in this vicinity, not only by the large dealers, but in the country stores. We have had no revival of the demand for roller skates.

Hardware Keeping Up With the Age

F. O. Schoedinger, of the Hardware firm of Schoedinger, Fearn & Co., Columbus, O., in speaking of the progress of the Hardware business in that section of the Middle West, said:

"In the march of improvement the old-fashioned fireplace has disappeared. Broad, open staircases, hardwood floors, grills, portieres and fine cabinet work are universal, and the features most prominent in the houses of our grandsires are missing, except as they are artfully simulated for decorative purposes. A three-legged pot hangs on a crane in a fireplace our grandmere would have scorned. A narrow plate rail replaces the shelf of her day, and the china dear to her heart for its newness is now proudly displayed as antique in a cabinet which bears small resemblance to her

little corner cupboard with its small paned doors.

"Queen Anne pattern of dwellings are replaced by dwellings in keeping with the various schools of art and architecture. There has been a corresponding change in ornamentation and a call has arisen for Hardware that shall harmonize with the architect's motif and aid in the effect he strives to produce. To supply this demand the leading builders' Hardware manufacturers have placed on the market goods ornamented in schools of art, ancient and modern, true in detail, filled with artistic feeling and ranging from the most severely plain colonial and classic Greek to the flamboyant exaggeration of the last stages of Rococo, Grecian, Roman, Moorish, Flemish, Gothic and Elizabethan ornaments, art of the renaissance as it found expressions in different nations, forms, ancient and modern—all are levied upon to form the hundred and odd designs that constitute a complete line of builders' Hardware. New designs are being constantly added from day to day to please the most fastidious."

Referring to the artistic effects of Hardware, Mr. Schoedinger said:

"The importance of having proper Hardware is becoming more appreciated every day for a modest home, the well-arranged flat or the elegant apartment houses as in our artistic and classic homes. The beauty of American woods has won the favor of all. The kinds to be used are carefully selected and specified, together with the finishes which bring out the grain and tint the surface with the beautiful shades and color. Artistic Hardware, inexpensive as well as costly and elegant, finished in all colors possible to metal and lacquer, aids in the color scheme, and the distribution of tints on the goods throws the modeling in high relief and heightens the effect of the design.

"The same care and the same treatment are accorded the cheapest goods as the most expensive. We endeavor to make the home, whether small or large, as attractive as possible. The owner of a modest cottage would build a mansion if he could afford it; why not make the most of what we have? We are sorry to say sometimes the cost overshadows the effort of the builders' Hardwareman who has given years of study as to what is the best and proper kind to be used. We think it well for the prospective builders of homes to stop and consider the changes taking place in the onward and upward spirit of the day, consider what finishing Hardware means to the house and homes. Select good Hardware as well as elegant."

The United States and Cuba

Col. Pepper, special agent from the United States investigating the conditions in Cuba, says that the large investment of American capital in that country, estimated by some as high as \$120,000,000, will be an important factor in influencing trade in the manufactured products of that country.

It is his opinion that dealers in household Hardware should immediately make a systematic and more aggressive effort for a larger share of the Cuban market than we now enjoy. It would also seem natural that most of the sugar mill machinery should be furnished by this country, in view of the fact that we make the best machinery in this line in the world, and that this country has a tariff preference over other countries. As a matter of fact, however, the European manufacturer gets a good share of this business for the following reasons: Much European capital is invested in sugar mill property in Cuba; much of the old machinery was furnished by European countries; European engineers are familiar with all the requirements, and the planters themselves have long had dealings with them.

The chief competitors of the United States for the trade of Cuba are Spain, Great Britain and Germany. Germany's Cuban business is due in part to the enterprise of her merchants and in part to the steamship communication which that country has established and maintains with the island.

Demand for Petroleum Stoves

Word comes from Syria that petroleum is beginning to be used quite extensively in that country for heating purposes during the winter season, the small circular stove with a wick burner being the most common variety in use. These are generally of Swiss and German manufacture. An American who is on the ground says that he is firmly of the belief that a large trade can be built up in this kind of petroleum stoves throughout the entire country, which will also furnish a market for cooking stoves burning the same fuel.

If possible, descriptive catalogues should be printed in French and should be accompanied by prices and full information, as it takes from six to ten weeks to receive replies to letters addressed to American firms, and a great waste of time is occasioned by sending incomplete information.

The Market for Refrigerators

There are very few Cubans who, as yet, have learned the use of refrigerators. While there is a great deal of ice consumed in that country, the people buy it in small quantities, five or ten cents worth at a time, from the small stores in their immediate neighborhood. When

the Americans became interested in Cuba, ice was a rare luxury, and they are not yet accustomed to its use or to the economical and satisfactory results to be obtained by using refrigerators.

A fact that stands in the way of this extension of the use of these articles is that the dealers who handle them ask an exorbitant price. Most of the Hardware stores have a few on hand, but they are not high-grade refrigerators, and the prices demanded for them are very high.

It is suggested by an American in Cuba that if some local firm would put in a nice line of these goods, displaying them so as to attract the attention of the public, at the same time distributing pamphlets or folders setting forth the economy and convenience to be gained by their use, a very good trade might be built up, provided the prices asked were not too high.

American Rifles in India

Rifles and other arms of American manufacture are preferred in India to those of other make. One of the principal importers and dealers in guns, rifles and ammunition in Calcutta complains that for reasons not fully understood, American exporters either will not or cannot ship guns and ammunition from New York to Calcutta.

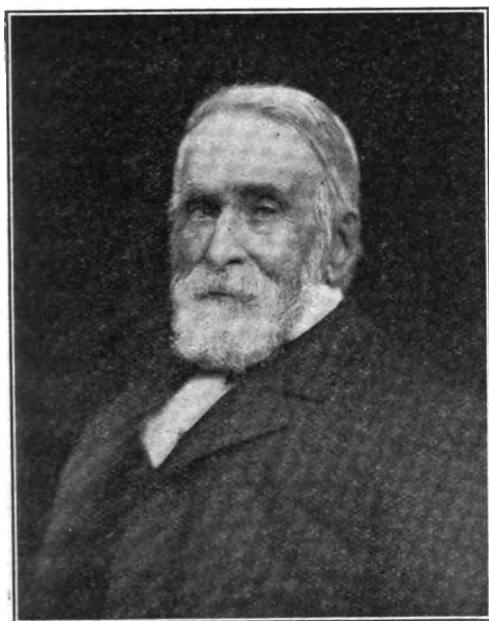
This works to the disadvantage of the Indian dealers. It not only delays the goods but also increases the expense. It seems that for some unexplained reason American exporters insist on shipping through London agents. It is barely possible that this is done because it is believed that if guns and ammunition were shipped direct from America to India there will be trouble in delivering the goods. Careful inquiry shows that there is no such possible danger. The dealers will take care of their consignments by meeting any restriction imposed by the India government.

Hardware Traveling Salesmen

A buyer of Hardware who has been pegging away at that job for nearly forty years has a very good word to say for that class of men who do not always get as much credit as belongs to them—the traveling salesmen. Said he: "My business has brought me into communication with most of the manufacturers, travelers, and also those representing the commission houses, and I do not think at any period of that time has Hardware been represented by better men than those of the present day. Keen competition is, I suppose, responsible for it. Manufacturers cannot afford to waste time and must have the up-to-date article."

The Death of Loring Coes

Loring Coes, the inventor of the wrench which bears his name, and of other articles connected with the Hardware trade, died at his home in Worcester, Mass., on July 13th, of old age. He was 94 years old, and up to the time of his illness, which began a few months ago, was supposed to be the oldest man in the country actively engaged in the management of a big manufacturing concern. Before the time he began to fail, as above mentioned, his



LORING COES

mind was as bright and his intellect as clear as it ever had been, and he devoted himself to the cares or business with an energy and an ability which would have deserved credit in a younger man.

Mr. Coes was born, April 22d. 1812, in what is now called New Worcester, Mass., the son of a small farmer. At fourteen he was apprenticed to the carpenter trade and engaged in various manufacturing labors until 1836, when he formed a partnership with a younger brother in the manufacture of woolen machinery. It was some time later at Springfield, Mass., that Mr. Coes invented the improved form of screw wrench.

In a sketch which appeared in these columns some little while ago, the long and earnest labor which Mr. Coes gave to the perfection of

this important tool, were detailed at length, and also the various changes of business which finally resulted in the formation of the Coes Wrench Company in connection with which this veteran Hardwareman passed the later years of his life. The story was one of surpassing interest, showing as it did, the development of a very important branch of trade, but was told so recently that it may not be well to repeat it fully here.

The long and useful life of Loring Coes, and the success which crowned his career as a manufacturer and business man, is a striking illustration of what can be accomplished by ability, industry and high moral regard as to the rights of others. Mr. Coes was in every respect a man of the highest character and was regarded in the community of which he was a part, as a very present force for the general good. His career, from a small beginning over three-quarters of a century ago, covers the great period of the development of the Hardware trade in the United States, and there are few among inventors and manufacturers connected with that line of labor who have done more to bring American goods to the front and keep them there than did Loring Coes.

The Late George J. Loughton

George J. Loughton died on July 1, at the home of a relative, in Asheville, N. C. For forty years and more he was connected with the Russell & Erwin Mfg. Co., and was its president for several years until he retired from active business in January 1903.

Mr. Loughton was ill for a couple of years, and during the last month or so was hardly able to understand what was going on about him. He was for several years a member of the board of governors of the Hardware Club, of New York. Genial and pleasant in his relations with all men, Mr. Loughton was not only esteemed for his high qualities, but was beloved by all with whom he came in contact.

He began his business career in the store of Geo. L. Treadwell, at Portsmouth, N. H., and for the first year received a salary of \$1 per week. After a year or two of service in this position he came to New York.

A couple of years ago, in conversation with a representative of the *HARDWARE DEALERS' MAGAZINE*, Mr. Loughton said of his reason for coming here:

"I came because I thought the best chance would be found in the largest place. It seemed to me wise to seek the broadest field that offered. My coming down here was like going to the end of the world, and was opposed by

my mother and many of my friends who used every possible argument to dissuade me.

"They wanted me to start nearer at home, where I would have friends and acquaintances, but I said no; that the best place in the country was none too good to begin in, and that it seemed to me that the bigger the place the more numerous would be the chances."

Mr. Loughton, after some unpleasant experiences in the search for employment, entered the service of the Russell & Erwin Mfg. Co., which was then located at the corner of Beekman and Cliff streets. He gradually worked his way upward and became a director of the company in 1891; was assistant treasurer from 1893 to 1895, and treasurer from the date last named to 1898, when he became president, and was president until 1903. Mr. Loughton was a very busy man during all these years of service and devoted himself with the greatest interest and energy to the best service of the company, in which he practically spent his business life. When he retired from the office of president he was presented with a beautiful sterling loving cup, which was the gift of the selling staff, as an expression of its appreciation of his nobility of character, his sterling integrity and attractive personal qualities.

An Opening for Stoves

Spain, like other foreign countries, is awakening to the fact that the Americans are away ahead of the rest of the world, when it comes to material comfort. In some Spanish cities the most of the houses are built without chimneys, and the residents suffer considerably in the autumn and winter months from cold. The method hitherto in greatest favor for keeping rooms warm has been the old-fashioned charcoal brazier, but this is falling into disfavor. Many small gas stoves or petroleum lamp stoves are in use, but petroleum is very dear and the small gas stoves are not very satisfactory. A good portable stove consuming not much fuel would probably have considerable success in the long run, although it might require some time to get it into general favor, as the Spaniards are very conservative in their habits.

The same remarks would apply also to good kitchen ranges. Those in use at present are either Spanish or French make, and are placed on a strong marble or stone slab raised about 2½ feet from the ground under the open chimney. The ranges themselves are about 1½ feet deep by 3 feet in length, leaving very little space for an oven. These stoves are also proportionately very dear, as the average price for an ordinary sized one is about \$30 to \$35.

Appreciation from Japan

The *HARDWARE DEALERS' MAGAZINE* has received the following appreciative and original communication from a would-be subscriber in Japan:

"Hayashi Otokichi, Importer and Dealer in Metallic Goods and Materials."

"Gentlemen: Very much thanks for your kind attention, that had been sent with your interest magazine. In reading this, I felt as amply useful copy for such as I instructed very much on getting local knowledge concerning with Hard-Ware so technically.

"The taste of this copy very induced me to offer you this magazine to be sent every month since now, reguraly, as one of subscriber.

"By an early convenience I shall remit you fee for magazine.

"I remain, Daer Sir,

"Yours truly,

"HAYASHI OTOKICHI,

"Osaka, Japan."

"P. P.—In returning me please name out succeeding fee and postal charge for one year. This I will remit you soon."

Not a Machine Market.

Inquiries have been recently made by American manufacturers of the United States consul on the Island of Malta relative to the market there for various kinds of machinery that works in metal. That official declares that the island affords very little demand for machinery of any kind, and it will be probably many years before the few who could use modern machinery and tools will be willing to desert their primitive methods for more progressive. Aside from the large British dockyard, there are only a few small machine shops. Recently there was established a large mill for wood working, the machinery of which is mostly American, brought from English and other markets, and is well supplied. An English firm is finishing dry docks and a breakwater, for which it is said large amounts of tools and machinery were secured from the United States.

Gas Appliances Exhibit

Seven retail Hardwaremen of Hornsy, England, have organized a local exhibition of gas cooking, heating and lighting appliances. Daily demonstrations are given, and all classes of householders are invited to attend. The idea is that Hardware dealers, and not gas companies or municipalities, should have the handling of this class of goods.

There is such a dearth of labor in New Zealand that the people are clamoring for labor-saving devices as never before. Milk-ming machines are in special demand.

SHALL THE JOBBERS' ASSOCIATIONS UNITE?

The discussion which appeared in these columns in the last succeeding issue, and is continued to-day, as to whether or not it would be advisable for the Southern Hardware Jobbers' Association to discontinue itself as a separate organization and become a part of the National Hardware Association, is a matter of considerable interest to both of the concerns named.

The trend of opinion among the members of the Southern Association is to keep up their own organization, and to secure through its agency all that is possible for the good of the trade. At the same time these Southern Hardwaremen are inclined to do everything that they can to aid the National Association, and to advance the general interests of both.

WHEN THEY BEGAN.

It is a matter of considerable historic interest that the Southern Hardware Jobbers' Association is one of the first, if not the first, of its kind in the world.

It began in 1888 when the jobbers of Knoxville, Tenn., formed a local association and worked together for about three years, when the idea of forming a State association was conceived.

Negotiations were at once entered into with the jobbers of Tennessee, and a State meeting was called for September 30, 1891. At that gathering a constitution and by-laws were adopted and a permanent association formed, the following firms being represented:

From Knoxville, Tenn.: W. W. Woodruff Hardware Co., C. M. McClung & Co., George Brown, and S. B. Luttrell & Co.

From Chattanooga, Tenn.: Vance & Kirby, and the Carter-Magill Hardware Co.

From Memphis, Tenn.: Orgill Brothers & Co., Langstaff Hardware Co., Cousens, Matthews & Ramsey.

From Nashville, Tenn.: Gray, Fall & Co., Dudley Brothers, Buford Brothers, Pollard, Black & Co., and Bransford Hardware Co.

These firms may be termed the charter members of the association. After some discussion it was suggested that the name of the organization be changed from the Tennessee Hardware Association to the Southern Hardware Jobbers' Association, as the interest of the Southern jobbers was parallel with that of the firms represented. At this meeting the following officers were elected:

President: W. E. Gibbins, of W. W. Woodruff Hardware Co., Knoxville.

First Vice-President: A. D. Langstaff, of Langstaff Hardware Co., Memphis.

Second Vice-President: R. H. Dudley, of Dudley Bros., Nashville.

Secretary: W. P. Smith, of C. M. McClung & Co., Knoxville.

Treasurer: J. C. Vance, of Vance & Kirby, Chattanooga.

BROADENED THEIR IDEAS.

The local association in Knoxville was in a measure originally organized with a view of regulating competition and controlling prices. This idea, however, was abandoned after it was discovered that there were many difficulties in the way. The members turned themselves toward the development of those benefits which come about through better acquaintance among the Hardware jobbers in the territory represented, many of whom, prior to the formation of the association, were almost total strangers to each other.

At the time of the original organization there were only a few Hardware associations in the country. But the idea has certainly grown and much good fruit has, through the efforts of these organizations, been garnered by the Hardware trade.

COL. ESHELMAN'S VIEWS.

To the Editor:

I do not believe the Southern Jobbers' Hardware Association will ever agree to the merger suggested. There is plenty of work for both associations, and I think both are highly essential to the Hardware trade. The Southern Association necessarily, on account of conditions and location, takes up certain work that interests very few of the northern jobbers. The southern embraces a membership many of whom could not become members of the national. Much good can be done by conference with these smaller jobbers in an association that has been in existence so long.

I hope to see the southern conventions not only continue, but increase in membership and efficiency.

Yours truly,
New Orleans, La. B. F. ESHELMAN.

FAVORS A MERGER.

To the Editor:

In reference to merging the Southern Hardware Jobbers' Association and the National organization, we think it would be a good thing to do, as far as the interest of the Southern Hardware Jobbers' Association is concerned. However, we do not believe that the time of meeting the National association would be as convenient for the jobbers as the

summer season would be, and on this account am inclined to think the southern jobbers could not attend in as large numbers as when the meetings were held in the summer.

While the idea may be advanced that there are a good many things that would not apply to one association as compared with another, still on the whole, we believe that better results would accrue to the Southern Hardware Jobbers' Association if it was merged with the National, and we would like to see the two organizations made one. We think the Manufacturers' Association would welcome such a change, as they would be able to attend one meeting a year, and with better results than is the case now with the two associations.

Yours very truly,

SNOW-TULLIS HARDWARE Co.,

Per J. W. Tullis, Jr., President.

Montgomery, Ala.

OPPOSES A MERGER.

To the Editor:

As southern jobbers we oppose the uniting of the Southern Hardware Jobbers' Association with the National organization. One reason is that the southern jobbers in their association learn to know each other better than we would in the larger organization. And we are of the opinion that much good results from this getting together. We learn that our competitor is not near as "mean" a fellow as we had fancied him to be; we discuss local conditions with jobbers who travel the same territory we do. And instead of seeing if we can't make it "hot" for our competitors, we learn to become friendly with them, and remedy, as far as we can, the "cutting and slashing" of prices and other troubles.

Another reason for our being opposed to this merger is that there are a great many local questions that confront the southern jobbers that would not receive the same consideration at the hand of the National organization that they are receiving at present. There is no reason why the southern jobber should not become a member of the National organization, for we are sure it would be to his advantage to do so. On the other hand, we think the southern jobbers should have their independent organization, keeping close together, and treating their local troubles as they think best.

Much has been accomplished by the southern association, and new matters are being handled by them continually with good results. We see no reason why there should not be as much accomplished in the future as has been in the past, as there are many things yet to be

remedied, and new matters are continually presenting themselves.

Yours very truly,
GRIFFIN HARDWARE Co.,
Per Jno. M. Graham.

Rome, Ga.

NO QUESTION OF GOOD.

To the Editor:

We are not sufficiently familiar with the association work to form an opinion of any value about the matter of consolidation. As a general proposition, it strikes us that an organization, having a membership in all sections, would be more effective than several smaller organizations. We belong to both the National and Southern Associations, and have been much pleased with the work of both, as there is no question as to the good done by these associations. Yours truly,

KNIGHT & WALL Co.

Tampa, Fla.

A SPECIAL FIELD OF USEFULNESS.

To the Editor:

We do not think it would be wise to unite the Southern Hardware Jobbers' Association and the National Hardware Association. The Southern Association has a field of its own and interests in many respects peculiar to the section in which it is located. It has accomplished many things of monetary benefit to its members in the past, and there is a broad field of usefulness for it in the future.

We do not think a movement such as is suggested by the northern jobber, to whom you refer, would meet with any considerable amount of favor from either association.

Yours truly,
SPEER HARDWARE Co.,
F. B. Dunlop, Asst. Sec.-Treas.
Fort Smith, Ark.

KEEP THE TWO ORGANIZATIONS.

To the Editor:

While I was one of the original members and vice-president of the Southern Jobbers' Association, I am at present representing several large manufacturers, and hardly feel at liberty to make any comment on merging the Southern Association with the National. However, will say that when the Association was organized there was no feeling of any member toward our northern brothers. The Hardware jobbers of the South have always entertained not only the highest feeling, but a brotherly one, toward jobbers located in different sections.

My humble opinion is, however, that the Southern jobbers would not consent to combining their associations, for many reasons.

It was the first association organized, and on account of the seasons they are compelled to hold their meetings at different time from the National, and it is almost necessary to have the Southern Association meet in some central territory so that the members can attend without spending so much time in travel, etc.

There is no doubt that the Southern Association has worked untold advantage to its members; it has done good work, and the fact that the manufacturers meet with them has been very beneficial in many ways. My opinion is that better work can be accomplished by having two organizations. Truly yours,

Truly yours, W. A. CHENOWITH.
Birmingham, Ala.

NEVER AS ONE.

To the Editor:

Our idea of uniting is to unite. In order to unite anything like a strong association, there must be a concert of action.

We have attended some of the National Hardware association meetings, and we felt that some of the individual members of this association were very desirous of having the concert, provided everybody blows their horn.

We do not think these two organizations will ever be able to meet satisfactorily as one.

Yours truly,
KANE & KEYSER HARDWARE CO.,
Per J. E. Keyser.
Belington, W. Va.

Hot Weather In Hardware Stores

A careful observer of conditions declares that the average Hardware store is, from a scientific standpoint, the coolest place upon the face of the earth. Illustrating this proposition, he said:

"Nowhere, unless artificial means be used, is so low a temperature to be found as in a large Hardware store. This is due to the quantity of iron and steel kept in stock, which not only resists the heat, but retains the winter temperature.

"It might not be a bad idea for the street car company to plan excursions to the large Hardware stores in the city on Sundays and Saturdays. What could be more enjoyable than to take your family and go for an afternoon's rollick in the nail bin or shoot the chutes in the cool scoop shovel? Special counters could be fitted out where for a nominal charge it would be possible to 'ride the crowbar.' At another counter, what refreshing drinks might be more charming than an iced 'chisilette' or a sherry 'spiketail' with a shiny

steel nut at the bottom? A large bin containing bird shot would make an enjoyable place for the babes to play."

Continuing his argument he added: "When the mercury climbs above the 90 line, do not collect an array of railway guides and summer resort literature, but go to the nearest drug store and get the city directory, consult the Hardware store list, pick out the nearest store and hasten to it with all speed. Once within the haven the heat will cease to bother you, for, according to the weather bureau, a Hardware store is the coolest place it is possible to find in the good old summer time."

A Hardwareman Chosen

The National Association of Manufacturers was for many years under the very efficient direction of David Parry, of Indianapolis, Ind. Mr. Parry at the recent annual gathering of this association decided to lay down the labors so long imposed upon him, and James Wallace Van Cleave, of St. Louis, was elected in his stead.

The election has been accepted with general favor, especially as it calls attention to the fact that the manufacturers of the United States have come to the conclusion that a Hardwareman is the best fitted of any who could be chosen to fill this important position.

Mr. Van Cleave is a man of fine appearance, of strong physique, suggesting his Southern birth and ancestry, sturdy, tough. He is a Kentuckian, and comes of a long line of Kentuckians, who sprung originally from Holland. He is as proud of his Kentucky birth as he is of his Dutch ancestors.

At an early age he entered the employ of L. S. Lithgow & Co., stove founders, with whom he remained for seven years. Although not a large concern, for those were not the days of great corporations, young Van Cleave gained there a practical knowledge of the stove business and manufacture.

His next step was to remove to St. Louis, where he became connected with the Excelsior Mfg. Co. In 1880 he returned to Louisville and became the secretary of the Lithgow Mfg. Co., successors to the firm with which he was first engaged. Thereafter, in connection with this work, he organized the Jas. W. Van Cleave Co., which afterward became one of the largest stove concerns in the South. The offer of the managership of the Buck Stove & Range Co., of St. Louis, with a substantial interest in the company, he accepted in 1888, and he has been with them in various capacities of general manager, secretary, treasurer, vice-president and president.

During the past eighteen years Mr. Van Cleave has practically been the controlling spirit of this concern. With a thorough knowledge of the business in all its details and an intimate personal acquaintance with its employees, Mr. Van Cleave has the great all-important initiative faculty. He is essentially a manager of men, a commanding officer. He is thoroughly at home in the office or the factory. He has always had the gift of choosing strong, capable men as his assistants.

English Chain Makers

"The English chain makers are opening their eyes. Germany has overbid them in wages, and a lot of their best workmen have gone to the other country on contracts for three and four years."

Since the above was written, word comes from England that these chain makers have returned to their native town. They have brought with them a very poor opinion of the German chain manufacturers, and say that it would require a long period of patient teaching before these could acquire anything like the proficiency of the English workers. The men believe that the object of the Germans was to pick up some of the secrets of the cable chain making industry, but that the foreigners got but little out of them which would be of advantage. They had no liking either for the hours of work or the food on which the Germans fed them.

Cheapness Versus Quality

E. H. Sutton, president of the National Cutlery Co., of Detroit, Mich., propounds a matter of considerable interest to Hardware dealers, when he asks: "When buying axes, hatchets, scythes, butcher knives, cold chisels, etc., I don't believe your customers ever ask for a cheap article; they usually ask for a 'good one,' don't they? If the goods which you sell contain the necessary quality you are in a position to demand and obtain for the same price which makes it possible for you to pay a manufacturer the price which he has to ask, and at the same time, by 'talking quality' to make a good sale, secure a good profit and have a satisfied customer. You must, however, have the best goods that it is possible to produce."

Wright Company in Chicago

The Wright Wire Company of Worcester, Mass., have a Chicago store located at No. 21 East Kinzie street, where they carry a large stock of poultry netting, wire cloth of all kinds, poultry netting staples, broom wire, foundry riddles, wire clothes lines and other lines of Hardware of their manufacture.

Their business in the last three years has increased very much and with the present fa-

cilities and the large stocks carried, they feel able, because of this separate headquarters in Chicago, to promptly take care of all business received from dealers in that part of the country.

The Profit in Fixing Up

Business generally is good. Everywhere is the feeling that the coming months are going to be even more prosperous than those that have passed.

Such being the state of affairs in general, it is more than ever important that you give the impression of personal prosperity. And that impression is conveyed in no way so easily or so inexpensively as by a thorough fixing up.

Begin by giving your store front a fresh coat of paint, inside and out. Then clean and polish your windows and keep them clean and polished. Inside the store keep in mind that the ideal of the modern merchant in store arrangement is to come as near as possible to showing all he has to sell.

Nice goods, perhaps now piled under the counters, should be brought out where customers may see them and where they may also help to give the store an attractive look.

Those pretty things now kept in boxes under the counter, perhaps, if shown in glass cases with mirror backs would almost sell themselves.

Give every part of your store, every nook and corner, careful attention with a view to bettering the impression your store as a whole now makes on your customers.

Make sure your counters look tidy and that goods on them are displayed as attractively as is possible to you. Have aisles that are roomy enough, yet not so wide that the room which must pay your rent is unnecessarily wasted.

Arrange your departments to be more convenient. Secure more light if possible. Have fixtures as fine as you can afford.

In all other ways encourage a customer to feel like lingering in the store after he or she has made a purchase. It is to the customers who linger and look that you make those extra sales which mean so much in determining your net yearly profit.

As an up-to-date merchant, spend some money now in fixing up—a form of advertising that will bring results.

The Savage Arms Co., Utica, N. Y., in order to take care of increasing business, have awarded contracts for additional space. One building will give them 20,000 square feet of floor space, and other contracts will be shortly awarded.

BUSINESS ARITHMETIC

MANY BUSINESS CONCERNS ARE UNPROFITABLE—REASONS GIVEN FOR FAILURES—ITEMS NOT PROPERLY CHARGED UP—SUGGESTIONS FOR PUTTING BUSINESS ON BETTER BASIS.

How many merchants are there who can tell at the end of the year just how well off they are, and just how their business for the year past compares with that for the year preceding?

Unfortunately, there is only here and there a merchant whose system is perfect enough to permit of this. This should not be the case.

From my understanding of what constitutes failure, it is safe to say that 90 per cent. of our business men are failures. If you want to be convinced of this, just investigate the retail business conditions in any fairly large community and you will discover that not more than 10 per cent. are making a success. The balance are putting in many hours of work and worry every day trying to make an honest living.

And any man who is not successful is a failure—perhaps not an ignominious failure, but a failure just the same.

Lack of capital is given as the most fatal single cause of failure. About one-third of the failures are accounted for in this way. Then comes incompetence due to a mistaken idea of vocation, poor judgment, mismanagement, and kindred causes.

This analysis, no doubt, is correct; and I believe you will find that the underlying causes are due to the fact that the gross profits are not in the right proportion to the expenses, or the expenses are too high for the volume of business.

Did you ever stop to consider how much gross profit you would have to have in order to make your business pay? How do you figure expenses? Like this?—

Rent.
Light.
Clerks.
Deterioration of fixtures.
Credit losses and peculations.
Advertising.
Postage.
Insurance.
Interest on investment.
Heating.
Telephone.
Taxes.
Incidentals.
Personal services.

Now, then, nine men out of ten will fail to figure in deterioration, interest on investment

and personal services as legitimate expenses. But are they not? Take the item of deterioration; isn't it a fact that your store fixtures in ten years cannot be sold for half what you paid for them? Then, if that is the case, you must figure deterioration in expenses. In many lines of business after the first year the rule is to deduct ten per cent. a year from the cost price of fixtures for deterioration. As for the item of interest on investment, a little thought will convince you that it is perfectly fair to charge this to expenses.

The personal service item is the one most liable to be overlooked. Still, "the laborer is worthy of his hire," and the proprietor of the store has a perfect right—indeed, is bound to—charge his own business for his services as much as he could get for the same amount of devotion of energy and brains to the business of one of his competitors.

Now we will take up the above items again, carrying them out with figures based on a hypothetical retail business:

Rent	\$1,200
Light	300
Clerks	2,820
Deterioration (fixtures cost \$2,000)	200
Credit losses and peculations	300
Advertising	300
Postage	60
Insurance (on \$10,000)	100
Interest on investment	600
Heating	100
Telephone	36
Taxes	150
Incidentals	400
Personal services	1,200
	<hr/>
	\$7,766

We find that the total of expenses for the year is \$7,766. That is, a gross profit on sales of \$7,766 must be made before the business is even self-sustaining. Upon how much more than \$7,766 is made depends the answer to the question as to whether the business is successful or not, and how successful.

We will assume that in this case gross profits average 40 per cent. Then, in order to clear expenses, an annual business of \$7,766.40, or \$19,415, must be done.

From this, then, it reasons clearly that in order to make the business a success—that is,

clear more than expenses—one, two or three things must take place: Increase in the percentage of gross profits, or prices; increase in gross profits, or volume of sales; reduction of expenses. Every cent added or saved in any of these ways goes toward placing the business where it may be called a success.

The foregoing, while it is a presentation of the proper method for analyzing a retail business and its status as regards success—and every merchant should know how he stands—is also offered with the intent to lead up to attention to the first necessity of any retail business—the “inventory habit.”

The small merchant may well study the methods of those great and successful concerns where no economy, however small, is ignored in their efforts to broaden the zone between cost of doing business and gross sales, and where no detail is omitted that will serve to determine the point where cost ends and profits begin. The principles that make for success in the large business should obtain in the small one, and he who would attain the greatest measure of success must master detail.

When the merchant's profits are reckoned by the amount of money withdrawn from the business, no inventory being taken, they are only a matter of guesswork. It is easy to form the inventory habit, which, once formed, becomes a thing to be anticipated rather than dreaded. It is with a feeling of satisfaction that, after closing the year's business, one can mentally pat himself upon the back and say: “I know where I stand. I am in possession of information concerning my business that will enable me to do better during the coming year.” There is no negative side to the inventory question.

The inventory question is not one merely of sentiment, nor is the sole aim and use of the inventory to secure information as to the previous year's business. One of its most practical uses has to do with fire insurance. How much easier it is to secure a proper adjustment of claims when one has been in the habit of taking an inventory any person with experience can testify. Insurance adjusters are skeptical chaps, and they have to be shown. If you have your inventory record it will be very little trouble to show him. But the chief use of the inventory is to give a minute and practical knowledge of the stock and its movements, the kind of knowledge that will guide in buying, advertising and pricing, and prevent the accumulation of dead stock.

To the extent that one can subdivide his business, knowing the net returns from each department, in just so far will he be able to correct errors that otherwise will not be discovered. Not only that, but such vigilance exercises a healthful influence upon employees

by arousing interest, and often enthusiasm. Neglected lines are taken in hand and their sales increased, and stock that has become or is in danger of becoming dead is pushed out.

In dealing with accounts in taking the annual inventory, the best way is to discount doubtful accounts one-half, rejecting entirely those considered bad. By doing this you will be on the conservative side in your estimate of assets. Whether your collections of those accounts during the next year are better or worse than this scale, the results will show in your next inventory.

And don't forget to charge depreciation. You may fool the tax collector, but you can't fool the insurance adjuster. Let not your inventory abound in false statements, but rather let it record the exact truth, to the end that you may know where you stand and that your indicated profits are real and not imaginary.

The taking of an inventory is not difficult or tedious if done right. The best method is to buy or have printed for you as many blank inventory books as you need, of the following dimensions: Twenty pages and cover, nine and one-half by twelve inches, thirty-four lines to a page. On the next page I present a diagram of a portion of a sample page.

The method of using these books is as follows: Apportion to each clerk a certain section of the store, and give him a book. During the week preceding the actual day of the inventory he is to enter in the third column the name of every article in his section; in the second column the quantity sign in which the inventory of the article is to be taken, whether pounds, dozens, boxes, yards, single pieces, etc., “only” being used as the synonym for single piece; in the fourth column the cost cipher, and in the fifth column the retail price of each article; the other columns to be left blank.

On the day—or night—of inventory, close the store. Put two men on a book—one to read off in regular order the article entered and fill in the first column as the first clerk goes through the goods and does the counting. In a remarkably short space of time the work is all done, except to extend the books, which may be done by the bookkeeper, or, if desired, by an expert hired especially for the purpose. When the books are extended, bind them together in one volume and keep them.

Next in importance and incidental to the matter of making your gross profits conform to your expenses, or vice versa, is the eliminating from your stock goods that fill up your shelves but don't sell. Ever bear in mind that surplus stock increases your investment, reduces your working capital and decreases your net profits because of your inability to turn your merchandise—or money—over enough

times during the year. If you cannot turn your stock over several times a year there is something radically wrong with your methods of doing business.

Determining whether a certain class of goods pay or not is an easy matter to get at. Simply take an inventory of the goods the day of commencing the trial, and whenever you wish to ascertain what your profits are, invoice again, and add to this amount the sales during

He will offer himself and other successful business men as living examples to prove the truth of his statement. Where any retailer is so fortunately situated that he can conduct his business on a strictly cash basis, I should consider him a fit subject for a lunatic asylum if he encouraged credit; but all, and I believe the great majority, are not so situated. If we are doing a credit business we must trust every one who asks for credit if he is responsi-

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DIAGRAM OF PAGE FOR INVENTORY BOOK.

that period, and the difference between the first inventory and the last inventory plus the sales is the gross profit.

Twenty-five years ago the question of credits and collections did not give retailers the concern that it does to-day. Not that credit was less freely asked or given, nor that debt beats were less numerous than now, but principally because the retail business in those happy times was done on profit margins that are now unheard of. In those good days of slow sales and long profits, when it was considered better business policy to buy real estate than to discount bills, the loss of a few per cent. more or less in bad debts or the added expense incidental to conducting a credit business was not considered a matter of any great importance.

But in these days of large sales and small profits those of us whose sales are nearly if not quite 50 per cent. credit are liable to devote a considerable part of the few hours left us for sleep in figuring out how we are going to pay our bills. I have no doubt but some wise head will offer a solution for our difficulty which to him seems the easiest imaginable, and that solution will be: "Don't trust a soul."

ble, and, of course, if he is responsible this can be safely done. Very many poor people can and should be trusted if they ask for credit, unless they are extravagant buyers or ask credit for luxuries. But I believe it to be the experience of all who do a considerable amount of credit business that not all the credit customers we admit to our flock are sheep. No matter how careful we may be, we are bound to get an occasional goat, the number of goats depending directly upon the amount of diligence and good judgment exercised by us. Yet if we credit reports of retailers, loss through bad debts is comparatively small, seldom reaching more than one per cent. of total sales.

TYING UP OF WORKING CAPITAL

By far the greatest loss from the credit business is that which comes from the tying up of working capital, and the added expense in doing business. The amount of this expense is hard to estimate, but I should say that it averages between 2 and 3 per cent. There is another item that must be charged up against the credit system, and its amount is difficult to determine and varies greatly in different stores,

but would startle some of us if we were to see it. It is the item of "forgot to charge."

Most bills are paid without further solicitation than the simple rendering of a statement. These statements should be sent monthly. Overdue bills should be placed in the hands of clerks for collection. If they cannot collect them they should be given to a professional collector, who will work for from 15 to 25 per cent. of the amount collected. If he fails, the amount may as well be charged to profit and loss, for it is only the most hardened dead beat that successfully stands him off.

But right here let emphasis be placed on the advice that all means to collect a bill be exhausted before it is given up, and care should be taken that the collector, either in the person of the clerk or the professional, is sent to the debtor within a reasonably short time after the sending of unhonored statements. These credit ends should not be allowed to hang uncared for. Often accounts are lost that could easily have been collected if a little expedition had been used.

A source of annoyance and loss in many cases is neglecting to collect or trusting to the honesty of an errand boy to make collections of small amounts of goods ordered over the telephone by people known to be good, but who do not run regular accounts. Many times it will happen that the boy reports that the goods were not paid for; but at the first of the month, when a bill is rendered, the customer declares that he paid the boy at the time of delivery.

With each such article a book should be given to the errand boy. This book should contain a duplicate slip and a stub. Upon the delivery of the goods the customer is asked to sign the stub, which reads "received." If paid, the boy signs the slip, which has the word "paid" printed across its face, and gives the slip to the customer. The boy is required to deliver the book with the collection, if made, to the cashier or clerk sending him out. When paid, they write "O.K." and their initials across the stub, and if to be charged they write "charge" and make the charge on the day book.

It might be inferred from what I have written that a credit business has no bright side. This is not true, for it certainly has its advantages. With credit customers you cultivate considerable closer relations than with cash customers, who must be regarded as largely transient. You receive the bulk, if not all, of their trade. If they have been your customers for some time, they continue to trade with you, even after they move from your neighborhood or part of the town. Some dealers charge credit customers somewhat higher prices than cash customers, but I do not regard this as

good business policy; for people, as a rule, who pay their bills promptly feel that they are entitled to as good prices as though they paid cash.

However, when we carefully strike a balance between the advantages to a dealer who does a cash business and he who does a business which is largely credit, the balance is largely in favor of the man who gets the cash when he sells the goods.

DISCOUNTS

I have been a somewhat close observer of merchants and their methods, and am convinced that failure to discount bills and indifference to collections are the shoals upon which a considerable portion of hard-earned profits are dissipated. It may be offered as an excuse that lack of funds prevents the taking of discounts. In this case one should, if possible, establish a line of credit at a bank, and borrow, when necessary, that credits may be properly taken care of. Invoices are usually discounted at the rate of 1 per cent. or more a month, while loans may be effected at the rate of 6 per cent. or less a year, thus netting the borrower 100 per cent. on his interest investment. In many cases it is an easy matter to secure a dating, thus enabling the merchant to avail himself of the discount without the necessity of borrowing. Every retailer should open a discount account; they are frequently excellent for sore eyes. Failure to discount is like throwing money away.

On the other hand, it is foolish to discount a bill before the last day preceding the expiration of the term of discount. Any man who pays a bill in five or ten days, on which, we will say, thirty days is the shortest discount period noted, is throwing away interest.

"Oh, I can't watch all of these things!" someone is likely to exclaim.

Oh, but you can, for it is very easy if you will but systematize; and it pays, for it is one of the financial items in your business, counting up to a considerable amount in the course of a year.

It is necessary, unless you are going to run the most hap-hazard sort of business, to keep a record of your purchases. The best method includes noting the date of purchase, date of delivery, name of the firm, amount bought, amount of freight or expressage, if any; rate and time of discount allowed, and amount of bill less discount. This will check you in your payment of bills. As soon as you write a check in payment of an account, put down in a different color of ink date and amount of check.

If you discount all your bills you will on a \$25,000 annual business save from \$200 up. If you wait until the last day of grace before discounting these bills, you will save, suppos-

ing the average term of discount to be twenty days, an interest amount approximately equivalent to the annual interest on \$1,500. Still there are lots of merchants who never think of these things. But they should.

We cannot altogether prevent leakages, but the inventory system will help materially.

A good rule to apply in conducting your business is to never pay cash yourself nor allow a clerk to, and to insist that all purchases by yourself or a clerk must be made direct from the proprietor or another clerk. At the end of the week, when the salaries are paid, deduct the amount of these sales.

It is well to keep in mind that the rules you establish in the running of your business are intended as much for the proprietor as for the clerks, and if he is indifferent as to the manner in which he observes these rules he should not criticize his help when they become careless.

OVER-BUYING

By over-buying I do not mean simply buying more than you can easily pay for. I mean buying in anticipation of your requirements for more than a very few months. It is frequently a source of loss, and in many cases means failure.

One of the most successful retail men in this country once said to me: "In buying goods, except those I import, I always proceed just as though I didn't intend to be in business more than a very few months, and buy no more than I can easily turn off in that time. With import goods, I have to buy a year's supply at a time, and buy in considerable advance of the season; but I make up for the tying up of my money by pricing these goods all the way from 125 to 250 per cent. over cost."

I believe that it is an incontrovertible fact that more men fail from over-buying than from any other mistake in business. We will assume a case:

John Jones buys ten gross of an article, and by taking such a large amount gets an extra quantity discount of 25 per cent. We will assume that the net cost was \$200.

Now Mr. Jones never has sold, and never could sell, more than five gross of that article in a year. During the next two years he manages to dispose of the entire amount. How much has he made?

In gross profits, supposing that he sells at an advance of 40 per cent. over cost, and adding in the \$66.67 that he saved on cost, he makes \$146.67. In net profits he has made nothing—indeed, has lost money.

Now, someone is going to laugh at that assertion. Please don't until you have attended a little farther, and then you won't.

The average man—or, rather, the average

business in which \$10,000 is invested—has got to earn 75 per cent. a year in gross profits on every dollar invested before net profits can be computed. As part of Jones' \$200 came back during the first year, we will call one year the time for which he had \$200 tied up. In order to make 75 per cent. he would have had to make gross profits of \$150, whereas he lacked \$3.33 of that amount. With an investment of \$10,000 and no debts, if Mr. Jones bought all of his goods as he did that \$200 lot he would go into bankruptcy inside of three years. But it is presumed that he does not buy all of his goods as foolishly as that, so he scrapes along from year to year, making a bare living.

Now then, if Jones had invested that \$200 in small amounts of different articles and turned the money over six times in the two years, he would, if selling at 40 per cent. over the purchase price, make the money earn him 240 per cent. gross, or approximately 90 per cent. net. Besides, he would have had six opportunities to save cash discounts.

Going a little farther with Jones' \$200 investment, suppose the goods he bought had gone out of style, or had become badly shopworn, necessitating a reduction in price?

Don't be misled by quantity discounts. Turn your money over. Five hundred dollars will go as far if handled right as \$2,000 invested in long-time movers; in fact, it will make money for you, while the \$2,000 may swamp you. Your cash is as much your employe as your clerk. You wouldn't hesitate long, other things being equal, in choosing between a clerk that could sell \$100 worth of goods in a day and one who could sell only \$20 worth.

There are some very interesting problems in business arithmetic, and time spent in working them out in the abstract may save you from bankruptcy when you run up against them in the concrete.

Striking a Bargain

A well-to-do real estate owner came into a Hardware store and asked the proprietor for a pound of nails. The small package was made up, and the price, a nickel, handed to the merchant, when the customer asked if the purchase could be sent to his house, which was in a distant part of the city. The merchant assented, and calling a boy, handed him the parcel with a dime, and said: "Here, Johnny, take this parcel out to Mr. Blank's house." "What!" said the customer, "are you going to give the boy a dime to take the parcel out?" "Why, certainly," said the merchant; "I would not think of asking him to go so far for nothing." "Well," said the meanest man, "if you would just as soon give me my nickel I will take it out myself and you'll save five cents."

A Tool Window Display

The Stewart-Crook Hardware Co., Baltimore, Md., recently had a window display of tools, which brought them a large amount of extra business. There were tools to interest the householders as well as many to attract the attention of the mechanic. A criticism of the display might be made that there were too many articles in the window. A smaller quantity of practically the same tools would produce a more telling result, especially where there is such a large variety as in this display.

Don't be afraid to try something new in the way of a display.

Don't let the window stand too long. One week or two is about the limit.

Don't be afraid to spend a little money on the trim. It will come back.

Don't fail to call the local newspaper's attention to each nice trim that you make.

Don't prolong the trimming unnecessarily. A quick change will impress the public more.

Don't try to do too much. Better a simple trim changed often than an elaborate one that stands a month.



TOOL DISPLAY BY STEWART-CROOK HARDWARE CO., BALTIMORE, MD.

Some Window Don'ts

Don't slight the windows.

Don't let the glass become dirty.

Don't depend too much on fixtures.

Don't neglect the upper part of the window.

Don't stick to one style of trimming.

Branch out.

Don't skimp on elbow grease in cleaning the glass.

Don't wait till a trim is fly-specked before changing it.

Don't overlook the utility of a certain number of fixtures.

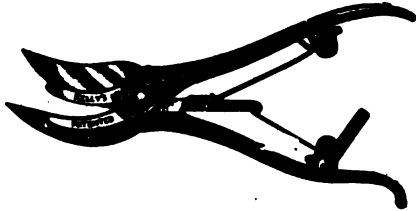
Getting Them Into the Store

Sending our cards and circulars to the mailing list does not always insure a call from the recipient, but a merchant in a country town recently hit upon a scheme that has brought callers by the score. He bought a considerable quantity of cheap canvas gloves, and sent out those for the left hand to the people on his mailing list, together with an announcement that if the recipient would call at the store he could get the mate for less than one half the price that he would ordinarily have to pay for the pair.



"Kelly's" Pruning Shear and Grape Picker

Kelly's Cutlery Works, 218 Ottawa street, Toledo, Ohio, are placing on the market "Kelly's" Pruning Shears, Grape Picker and Flower Gatherer, illustrated. The shears are of solid steel, no malleable iron being used.



"KELLY'S" PRUNING SHEAR.

The blades are of cutlery steel, tempered, and ground sharp. The handles are japanned steel. The lower jaw of holder is fastened solid to lower cutting jaw; the upper jaw of holder opens and closes simultaneously with



USED AS A GRAPE PICKER.

the upper cutting jaw with but one movement, yet the two are distinct from each other. In operation, the two close together until the holder grips firmly whatever is be-



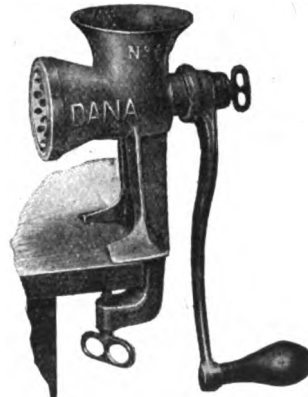
USED AS A FLOWER GATHERER.

ing cut, when the cutting jaw passes on and does the cutting. The holding jaw retains firmly what has been cut, whether it is a bunch of grapes, flower or shrub, until released by the operator. The length of hold-

ing jaws is $1\frac{1}{8}$ inches and the cutting jaw extends a half-inch beyond. The total length over all is $7\frac{1}{4}$ inches, and weight is 6 ounces. To give the desired tension on upper holding jaw two wire loop springs are used, fastened in recess in handles. A loop provides means for closing the tool when not in use. This device will be found very useful to florists, flower and fruit growers; for trimming shrubbery, plants, etc., and for picking grapes and flowers has great merit.

"Dana" Food Chopper

The Dana Mfg. Co., Cincinnati, Ohio, are offering the trade the "Dana" Food Chopper, illustrated. There are only two parts to clean, the rotor and shell, and it has large cutting capacity. The cutters are at an oblique angle and are self-sharpening. Three



"DANA" FOOD CHOPPER.

rotors are supplied with each machine, one for each kind of work, including chopping or pulverizing any food used in the kitchen. Each rotor has a conducting spiral of its own, all in one piece, so as to feed food properly for the article chopped, making the pieces uniform, mashing being impossible. The juices are retained and the work is done easily and rapidly. The three rotors are designed to chop, to whatever size desired, meat

of all kinds, raw or cooked; fruits and vegetables of all kinds, and coffee. Rotor No. 63 grinds coffee and pulverizes it, if desired. When the rotor is removed the shell is open and free for cleaning with no uncut food left in the machine. There is no drip and no waste.

"Mueller" Rapid Spiral Screw Driver

The H. Mueller Mfg. Co., Decatur, Ill., are offering the trade the "Mueller" Rapid Spiral

13 ounces; when closed it is 12 inches, and when open is 18½ inches long.

The Acme Mfg. Co., 132 Nassau street, New York, is a new corporation who have recently purchased the plant of the Southern Foundry Co., at Fredericksburg, Va. They will soon have it in operation. The concern will make a number of Hardware and household specialties, as they are the owners of some fifty patents and inventions. Among



"MUELLER" RAPID SPIRAL SCREW DRIVER.

Screw Driver, illustrated. The casing is heavy seamless tubing. The grooved spiral rod is of select steel with a deep cut, and the thread in the clutch nut is solid from end to end. A round, flat spring, with pin, holds the bit securely in place. A loose knurled nut on the shank, for finger hold, permits the tool to be held firmly in place while operating. The

these may be mentioned a churn, wickless oil stove and oven for same, automatic lemon squeezer, automatic cork puller, double ratchet wrench, automatic fire extinguisher, riveting machine, etc.

"Bernhard" Music Wire Nipper

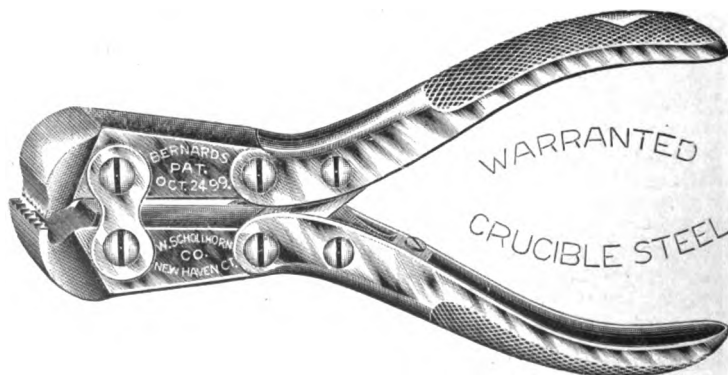
The Wm. Schollhorn Co., New Haven, Conn., who are represented in New York by



SECTIONAL VIEW—"MUELLER" RAPID SPIRAL SCREW DRIVER.

handle is a drive fit on the casing, and a screw passes through the handle and casing. The socket having a square tapering hole, admits ordinary bits, or tools, with a square tapering shank. Two bits made of tool steel and spring tempered are furnished with each

George Walter Davis, 7 Warren street, are placing on the market the "Bernard" Music Wire Nipper, illustrated. This tool by reason of the saw-edged jaw does not cut but breaks a music wire. It is especially made for cutting hardened steel wire. Compound leverage



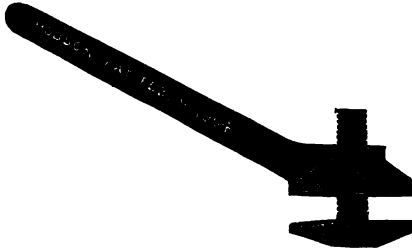
"BERNARD" MUSIC WIRE NIPPER.

driver, one for large and one for medium and small screws. The large size, when closed, is 14 inches long, and when open, 22 inches, and weighs 20 ounces. The smaller tool weighs

is provided which renders the easy use of Nippers, which is full nickel-plated. The tool has interchangeable jaws. It is made in but one size, 5 inches.

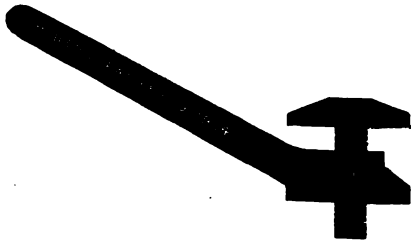
"Hobson" Combination Wrench

The Hobson Wrench Co., Indianapolis, Ind., are placing on the market the "Hobson" Combination Wrench illustrated. Its construction gives to it the combined advantages



"HOBSON" COMBINATION WRENCH.

of an "end" wrench operative on either pipe or nut. By reason of the end grip it can be successfully used in connection with all kinds of machinery, as on a pipe lying against a flat surface, or on a locomotive where a great many pipes and nuts are necessarily so located that it is practically impossible to reach



WRENCH MOVABLE HEAD REVERSED.

them with the ordinary side-grip wrench. This tool consists of but three parts. The handle is of cast steel and the interchangeable head is drop forged. As will be seen by reference to the illustration, the movable head can be used on either side of the tool, thus increasing its field of usefulness.

"Mimco" Solderless Coupling

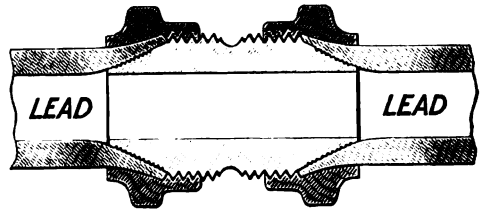
The Modern Improvements Mfg. Co., 466 Seventeenth street, Brooklyn, N. Y., are plac-



"MIMCO" SOLDERLESS COUPLING.

ing on the market the "Mimco" Solderless Coupling, illustrated. There are two parts,

forming a coupling, which, when properly applied, holds the adjacent ends of the lead pipes, or iron and lead pipes, so strongly together that liquids cannot be forced through same. The use of this coupling, the makers remark, saves time, money and labor. It can be used wherever a wiped joint was formerly



CROSS-SECTION SOLDERLESS COUPLING.

used, whether on cold or hot water pipes. The joint can be uncoupled as readily as coupled and can be used over and over again. The couplings can be had in all standard sizes, not only for straight work, but also for branch work.

"Union" Box Hook

Patterson, Gottfried & Hunter, 146 Centre street, New York, are makers of the "Union" Box Hook, illustrated. It is made of one piece of drop forged steel, with wood handles in-

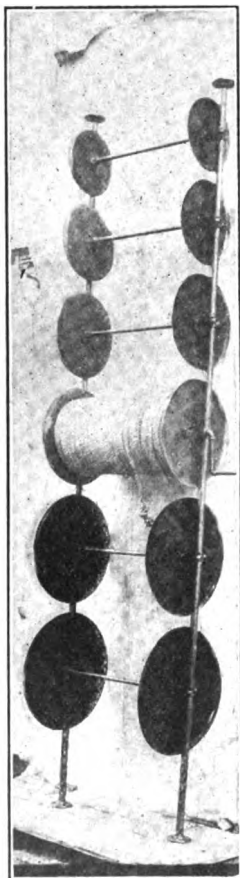


"UNION" BOX HOOK.

serted in pockets in the steel handles, making an oval shape to provide a perfect grip. The steel handles are enlarged at each end, making hammer faces. The point is tempered and ground. It is referred to as having correct balance and perfect shape.

"Economy" Rope Rack

Thomas Winterbottom, White Cloud, Kan., is offering the trade the "Economy" Rope Rack, illustrated. The upright standards are of 1-inch pipe, threaded at both ends, and securely screwed into cast iron flanges, which in turn may be screwed to the floor and ceiling or sidewall as desired. The reel heads are sheet steel with corrugated edges to stiffen

**"ECONOMY" ROPE RACK.**

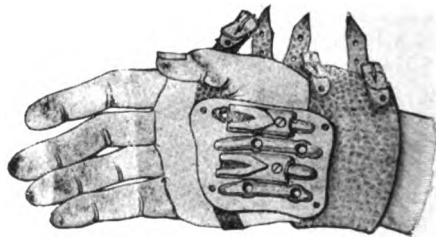
same. The reel hubs are malleable and securely riveted to the heads by means of lugs, which are a part of hub. The reel shaft is half-inch gas pipe threaded at one end to receive the crank, which is made of $\frac{1}{4}$ -inch gas pipe, and is detachable. The reel shaft bearings are malleable, trough shaped and can be securely clamped in any position on standards, allowing the reel to be detached for convenience in taking stock or in case of fire. The Rack can be had in any height, but if the ceiling is over 12 feet, it is preferable to have standards turned at top by means of

elbows and fasten to side wall. The No. 1 Rack holds six sizes of rope. Other sizes are furnished to order. A double Rack is supplied where two kinds of rope are handled. The manufacturer in referring to this device states that in the handling of rope there is 5 per cent. saved on wrappers, 5 per cent. on the shrinkage which is now lost, 5 per cent. on the stretch, which is gained by selling by the foot, and also the odd change which is sometimes lost by pricing a piece of rope before cutting it off.

In our last issue mention was made of a handsome mezzo-tint of a male lion in a cage, the latter being closed with a "Corbin" Lock. It is being sent the trade by the Corbin Cabinet Lock Co., 21 Warren street, New York, instead of the P. & F. Corbin Co., New Britain, Conn., as stated.

"Twelve-in-One" Corn Husker

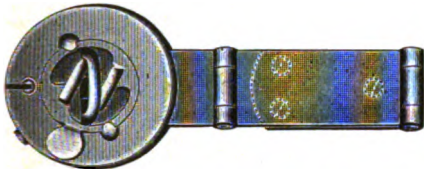
The F. D. Kees Mfg. Co., Beatrice, Neb., are placing on the market the Kees' "Twelve-In-One" Adjustable Corn Husker, illustrated. There are eight positions for the single hook and four for the double hook, each position making a practical corn husker. Two hooks are furnished with each husker. Adjustment is made by means of one small French-head screw for each hook. The shank of the hook is shaped to engage suitable corrugations on the palm plate. These take up all the strain which would otherwise come upon the screw and so prevent its working loose.

**"TWELVE-IN-ONE" CORN HUSKER.**

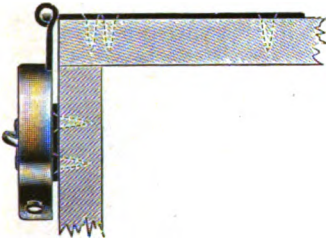
The palm plate is of light steel, made strong and rigid by four parallel corrugations. Three buckles attach the husker to the hand. The wrist band is wide and is made of high grade leather. The hooks are of heavy steel corrugated to prevent bending. The inner side of the palm plate is smooth; there are no projections to blister the hand. The husker is fastened to the hand by three buckles; all numbers are right or left hand. This device was thoroughly tested in the corn belt before being placed on the market and from its very favorable reception by users it has been placed with corn belt jobbers.

"Prouty" Hinge Hasp Lock

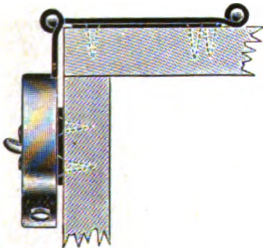
The T. C. Prouty Co., Albion, Mich., for whom The Boggs-Howland Co., 23 Warren street, are New York agents, are placing on the market the "Prouty" Single and Double Hinge Hasp Lock, illustrated. All ordinary padlocks are put up with from 4 to 12 changes, after which these changes are duplicated in each successive set of from 4 to 12 locks.

**"PROUTY" HINGE HASP LOCK.**

With the "Prouty" Hasp Lock one hundred locks are supplied without duplicating the changes; two keys go with each lock. The locking bar which corresponds to the shackle on an ordinary padlock, is contained entirely within the lock. This renders it impossible to secure any hold or leverage where-

**SINGLE HINGE HASP LOCK.**

by the lock can be forced. To break it open the entire case must be destroyed. The fact that this locking bar cannot be used as a feeler, makes it nearly impossible to file a duplicate key. The push button on the lower right hand rim of lock when pushed clear in will spring the locking mechanism. The hasp button on the face of the lock is

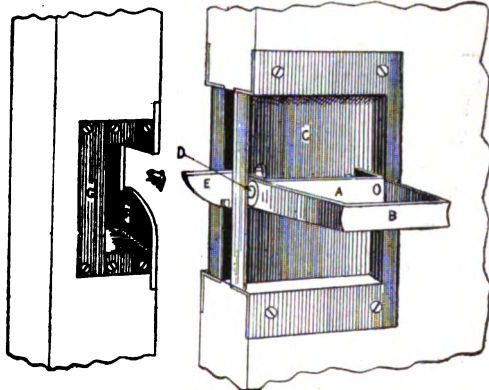
**DOUBLE HINGE HASP LOCK.**

used only to form a temporary catch on an ordinary lock. The hasp is given an oxidized copper, rust-proof finish, and the shell is both copper and nickel plated. The single hasp is the same as other hinge hasps, turning right angles, and the securing screws are not

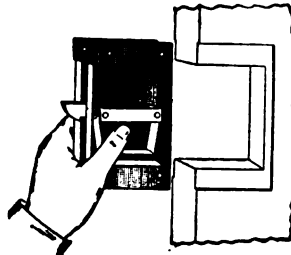
protected. The middle section of the double hinge hasp folds back over the securing screws, covering them completely, thus making them screw-driver proof as well as the lock staple. The company will soon bring this lock out with a master key.

Peck's "Gem" Barn Door Latch

The C. A. Peck Hardware & Mfg. Co., Berlin, Wis., are placing on the market Peck's "Gem" Barn Door Latch, illustrated. It is of steel construction and has a movable handle which can be raised to give a generous hold for the mittened hand and a strong handle for moving obstinate doors, and at the same

**PECK'S "GEM" BARN DOOR LATCH.**

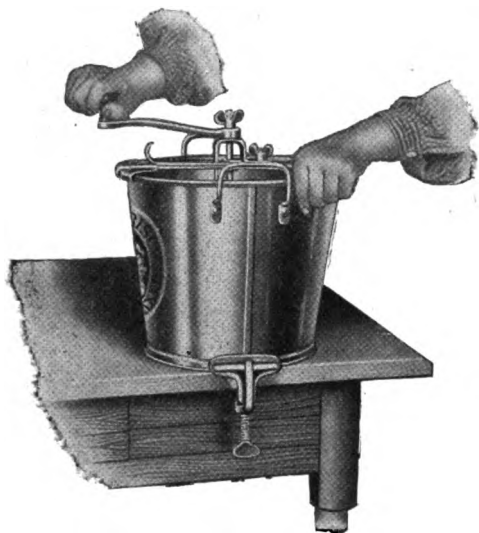
time it is a handle which will drop down flush and allow the door to slide clear back. While this Latch is especially adapted for sliding doors, it is also designed for use on swinging doors. A strong feature is the ease with which it can be put on a door. All that is necessary is for the farmer to cut a square hole in the door the size of the Latch and

**APPLYING "GEM" LATCH TO DOOR.**

slide the Latch into the hole and fasten with screws. The handle does not project to catch the clothing or harness. The door can be slammed with any amount of force and will not rebound, but catches every time. An auxiliary catch is furnished for holding the door open. The Latch comes in one piece, packed in a pasteboard box with necessary screws.

"Prisco" Bread Mixer.

The Pritchard-Strong Co., Rochester, N. Y., are offering the trade the "Prisco" Bread Mixer, illustrated. The pail is extra heavy, highly burnished and has a solid base. The cover has directions stamped on same, so that the housewife never loses them. The

**"PRISCO" BREAD MIXER**

stirring rod is heavily coated and mixes the bread thoroughly and evenly. The table clamp is readily secured to a table, obviates the necessity of boring a hole in the table, and positively will not let go until released by the operator. The mixer is made in 4 and 8-loaf sizes.

"Rapid" Cake Mixer

The H. L. Braham Steel & Metal Works, Cincinnati, Ohio, are offering the trade the "Rapid" Cake Mixer, illustrated. The can of the Mixer is of sheet steel, covered with three coats of anti-rust tin. The large gear wheel is made to fit in a socket that prevents it at any time getting out of gear and always having the same easy action. The metal of the bridge and gear wheels is a malleable composition that absorbs the plating of tin and is claimed to also have greater durability than any other quality of casting. This bridge has three coats of anti-rust tin. The tin-coated wires and rods are of tool steel, and by reason of the tin entering all connections of bridge and center rod the effect is to make the entire frame work practically one piece. The end parts of bridge, which might be subject to damage from accident, are made stronger. The lower wire connected with the center stem is so constructed to turn up at the ends that it circles the can to prevent any of its

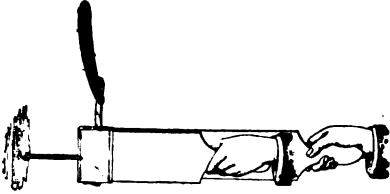
contents from adhering to the sides. The centrifugal mixing wires revolve six times to every one revolution of the handle, which creates a centrifugal speed that is broken by the projected rods from the bridge. This agitation creates an aeration in the mixing which is very desirable for the purpose intended. The ordinary cake can be ready for the oven from the time of starting in less than five minutes. The machine is so constructed as to prevent splashing, and also to prevent any clogging of parts. The large and small gear encased in grooves will not permit of the machine getting out of alignment or breaking. The makers give a five-year guarantee to replace any broken parts through flaws in construction. The lower arm connected with the center rod is arranged to just miss the bottom of can to enable the

**"RAPID" CAKE MIXER.**

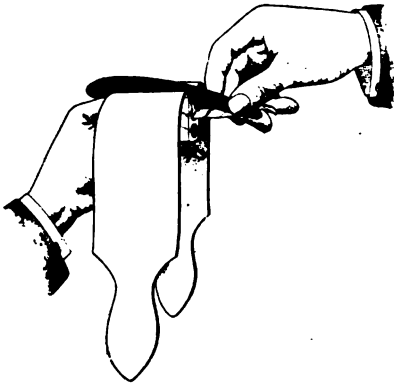
user to beat one or more eggs, as desired. The use of the small arm between the upper arm and the lower turned arm is to cause all flour that has a tendency to be thrown to the center to be forced through the mixing. In cleaning the Mixer after using, the bridge is placed back, a half gallon of hot water is poured in, and the Mixer turned for a minute, which thoroughly cleans all parts. The capacity is $1\frac{1}{2}$ gallons. A clamp is provided for attaching to a table. This device will whip cream, beat eggs, make mayonnaise and light cream confections; mixes batter for pan cakes, fritters, gems, puddings and all kinds of sauces or substances other than the heavy consistency of bread dough. The weight is $3\frac{1}{2}$ pounds.

"Clauss" Automatic Strop

The Clauss Shear Co., Fremont, Ohio, are placing on the market the "Clauss" automatic strop, illustrated. It is a simple device, formed of sheet metal, neatly nickel-plated, and in future will also be embossed. An in-

**"CLAUSS" AUTOMATIC STROPPER.**

genious arrangement provides a suitable placing of the strop within the device and also the blade of an ordinary razor. After the razor is placed in the slotted tube in machine as shown, the device is attached to a hook by

**INSERTING RAZOR IN STROPPER.**

means of the wire loop on back of strop, and the strop is pulled back and forth, alternately stropping both sides of the razor blade. The makers state that wherever introduced it has met with great favor.

The Arcade Mfg. Co., Freeport, Ill., are now sending the trade "Poker Pointers," which is the name of a pocket sized oblong booklet of their Stove goods. Stove Pokers, Lifters, Dampers, Registers, Towel Rods, Stove Trucks, Boiler Handles, etc., are shown.

"Udell" Combination Chair

The Udell Works, Indianapolis, Ind., are offering the trade the "Udell" Combination Chair and Step Ladder, illustrated. The chair when closed has the same appearance and usefulness of an ordinary chair. By simply turning the back over so that the top

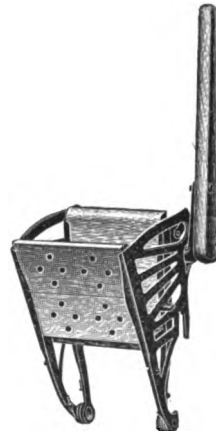
rests on the floor, it transforms into a strong substantial ladder, three feet high. Its adaptability for use in the pantry, kitchen, ware-

**"UDELL" COMBINATION CHAIR AND STEP LADDER.**

room, store, or factory is obvious. The company state that in every instance where a dealer has placed a sample order, duplicate orders have followed.

"White" Mop Wringer

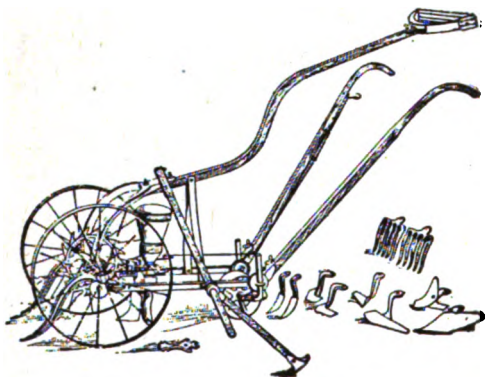
The White Mop Wringer Co., Fultonville, N. Y., are offering the trade the "White" Mop Wringer, illustrated. This wringer has iron sides, and all the iron parts are of high-grade malleable iron, japanned. The pressure on the lever is such, so that when the lever is finally brought down, twenty-five pounds'

**"WHITE" MOP WRINGER.****TRADE-MARK.**

pressure on the lever brings 400 pounds pressure on the mop. The wringer is forced open and held open by a pair of strong copper springs. The wringer is furnished without pail as it is adjustable to any pail. Five sizes are supplied the trade, wringing from 8 to 14 up to 26 to 34 oz. mops.

Man-Weight Cultivator

The Prairie Mfg. Co., Indianapolis, Ind., are offering the trade the Man-Weight Cultivator, illustrated. This machine is a combination farm and garden plow, hoe and cultivator. The machine is not pushed by the hands, but entirely by the weight of the body through a bar. The tools are carried on drag bars not rigidly attached to the head of the machine. These drag bars are attached to the arch or frame in such a manner as to allow the widest range of sweep, either to the right or left and up and down. The attachment of the drag bars to the arch is by means



MAN-WEIGHT CULTIVATOR.

of the universal pivots or joints. Obstructions are easily and quickly avoided by swinging the drag bars to the right or left or upward. Plants out of line are readily reached and cultivated in the same manner, and all necessary cultivation between the hills is performed at one operation. Between the hills the tools are brought close together, so as to cut out all weeds and thoroughly cultivate the soil. When hills are reached the handles are moved outward, just clearing the plant, and are again brought together when the hills are passed. No after hoeing is necessary. The hands are always free to guide the handles. The wheels are 18 inches high; strong, light and rigid. The arch is a solid casting, supporting other parts of the machine and is pivoted to allow of any and every possible adjustment that may be desired. The breast yoke is fitted with a strap of webbing between the horns or arms of the yoke, against which the operator leans when at work. The height of push bar is adjustable to the height of the operator. The tools are adjustable, both as to depth and to the angle at which the work is to be done.

Flechter, Terry & Co., Forestville, Conn., in a new catalogue, show their line of Inter-

changeable and other styles of Glass Cutters, Soldering Set, Ivy Key Wood Faucets, Can Openers, Tack Pullers, Combination Wrench, etc.

"Myers'" Universal Pump Jack.

F. E. Myers & Bro., Ashland, Ohio, are placing on the market "Myers'" Universal pump jack, illustrated. One illustration shows the jack without the pump and the other the jack connected with the latest cock spout stand. The pump is back geared 6 to 1, has 5, 7½ and 10-inch stroke, and can be attached to any windmill pump, making an



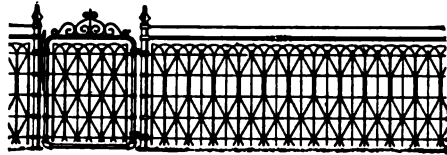
"MYERS'" UNIVERSAL PUMP JACK.

equipment adapted for use with belt power, windmill, or hand, and designed to be connected up without disarranging the pump or pipes. It is mounted on a substantial, bell-shaped base which surrounds the pump stand, and can be bolted securely to the platform. It is a strong, practical device, and can be connected up to a pump already in the well without disturbing the pump in any manner, and is fully guaranteed by the makers.

"Baby" Gasoline Torch

The Zeidler Lamp & Brass Co., Lomira, Wis., for whom the Boggs-Howland Co., 23 Warren street, are New York representatives, are placing on the market the "Baby" Gasoline Torch, illustrated. It is made of brass, nickel-plated. Within the small tube is a

otherwise ordered. Steel channel rails are used for line posts. A solid steel bar runs through to the anchor plate which is made of heavy angle iron, and is from 20 to 24 inches long, according to the height and weight of fence. This anchor plate is put from 20 to 36 inches below the surface of ground, so as to be below the freezing point, which insures

**"WARD" No. 64 STEEL PICKET FENCE.**

the fence staying in line. To the anchor plate is securely riveted a solid steel brace which extends from the anchor plate to bar or post above the surface. A cross brace is also used below the surface of the ground, which adds to the strength of the line post, and makes it very stiff and solid. Walk gates are self-closing, opening either way and close themselves with a handy spring latch of spring steel.

Automatic Register

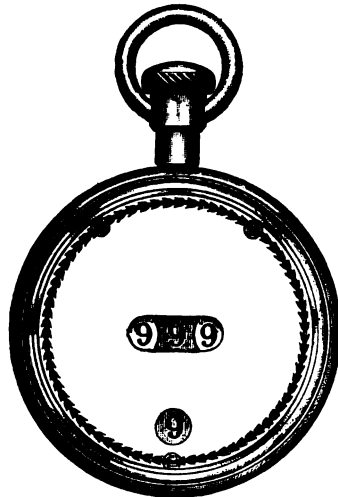
The New York Sporting Goods Co., 17 Warren street, New York, are offering the trade the Automatic Register, illustrated. It counts consecutively from 1 to 99,999 and repeats, be-

GASOLINE "BABY" TORCH.

wick and applying a match flame to the bend causes the gasoline in the wick to vaporize, and within a minute's time the gas can be ignited at the end of the tube, producing the torch blue flame, when it is ready for work. The tube is perforated to permit of the proper amount of air to produce combustion. One gasoline filling of the torch will burn two hours. There are no cocks or valves, and no air pressure, the device being entirely automatic, whether it is upright, on the side or even upside down. It can be used in a multitude of small places, including use by electricians, owners of gasoline engines, plumbers, repair shop men, jewelers, chemists, etc.

"Ward" Steel Picket Fence

The Ward Fence Co., Portland, Ind., are offering the trade the "Ward" Fencing, one style of which is shown herewith. It is known to the trade as No. 64 Steel Picket Fence, the long and middle pickets, $\frac{1}{2}$ -inch scant round and short pickets $\frac{3}{8}$ -inch round. The pickets are spaced on two lower rails two inches from center to center, and height from ground is three feet. Gates are made of the same design as fence selected, unless

**AUTOMATIC REGISTER.**

ing operated by pressing the crown. It can be set back to zero from the back, and will be found useful in many ways, such as counting stock, attendance at theatres, checking goods, keeping records of games, etc. It is the size of an ordinary watch and finished in triple nickel plate.

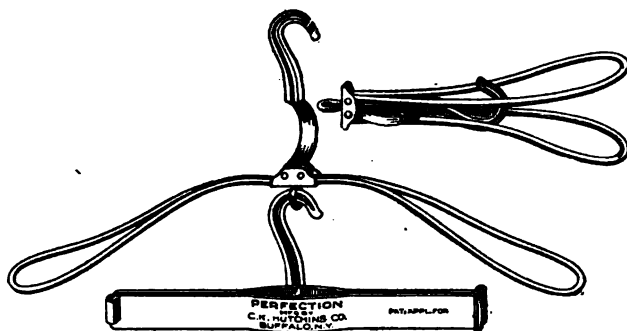
"Hutchins'" Perfection Hanger Set.

The C. K. Hutchins Co., Buffalo, N. Y., are offering the trade "Hutchins'" Perfection Hanger Set, illustrated. The Folding Coat Hanger is provided with offset to protect the coat collar. The enameled and nickel-plated Trouser Hanger is hung into the eye of Coat Hanger, thus making an attractive set which is packed in neat display boxes. Various Sets are made up, consisting of from one each Coat

The Rex File & Saw Co., Newcomerstown, Ohio, are an Ohio corporation with a capitalization of \$100,000, being successors to the Jamestown File Works, Jamestown, N. Y. The company expect to be manufacturing and shipping the "Rex" Files and Rasps this month.

"Perfecto" Screw Driver.

The Bridgeport Hardware Mfg. Co., Bridgeport, Conn., are offering the trade the

**"HUTCHINS'" PERFECTION HANGER SET.**

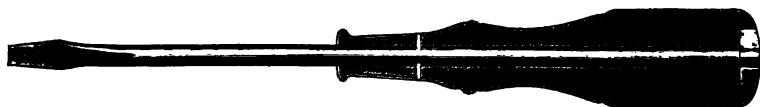
and Trouser Hangers up to a half dozen each, and with the latter are also included other garment-hanging accessories. The company also make Dust and Carpet Beaters, Strainer Spoons, etc.

"Perfecto" Screw Driver, illustrated. The blade of this tool extends the entire length of the handle and is squared at butt end and is riveted into a square hole in a thick steel nut. The nut is countersunk into wood in

**"PERFECTO" SCREW DRIVER.**

The Whitman & Barnes Mfg. Co., Chicago, Ill., have issued their 1907 catalogue of "W. & B." Lawn Mowers. In addition to several views in their factory, there are presented il-

the end of handle. The ferrule is of steel, with heavy reinforced collar. The steel pin is securely fastened through the ferrule handle and blade and allows of no looseness or

**SECTIONAL VIEW—"PERFECTO" SCREW DRIVER."**

ustrations and descriptions of eight lawn mowers, with details of construction, etc. Additional facilities in the way of improved machinery and more space has been added, so that the increasing trade will be properly taken care of.

turning of blade in handle. The handle is knurled and nicely polished, giving the user a good grip. The polished blade is forged and oil tempered. The driver is made in 2, 3, 4, 5, 6, 8, 10 and 12-inch sizes, and each is fully warranted.

Alternating Alarm Clock

The Western Clock Co., LaSalle, Ill., and 51 Maiden Lane, New York, are placing on the market the Alternating Alarm Clock, illustrated. It is a new style of intermittent alarm. It rings and stops alternately at intervals of

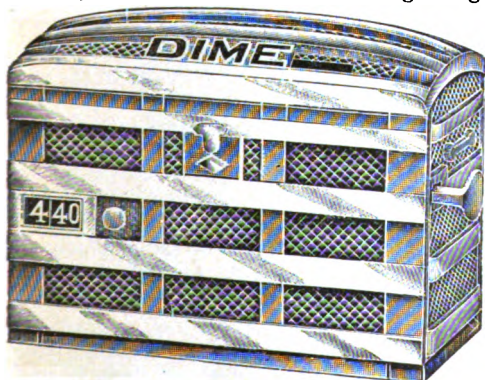


ALTERNATING ALARM CLOCK.

20 seconds during fifteen minutes, but can be stopped by a switch. It is put up in a 4½-inch nickel-plated case, extra deep and substantial. Its low price will make it a feature with the trade.

"Perfected" Registering Trunk Bank.

O. B. Fish, 6 Harrison street, New York, is offering the trade the "Perfected" Single Reg-

**"PERFECTED" REGISTERING TRUNK BANK.**

istering Trunk Bank, illustrated. It is of simple construction, does not get out of order, and

registers accurately each and every coin deposited. It will only register with the proper coin. The door is in the bottom of the bank. The contents cannot be removed until \$5 in dimes have been put into the bank, when it automatically opens. It is made of cast iron, with a neat oxidized copper finish. It is 5 inches long, 3½ inches high and 2½ inches deep, and weighs two pounds.

Self-Shining Stove Lusta

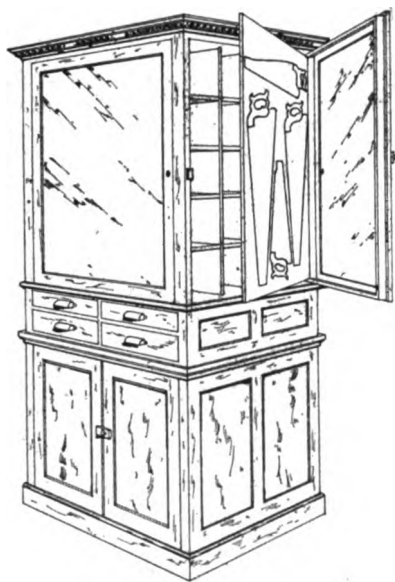
Crosby & Co., 46 Jefferson avenue, Detroit, Mich., are offering the trade the 6-5-4 Self-Shining Stove Lusta. It is a labor-saving substitute for stove polish, screen enamel and stove-pipe enamel. It shines itself, dries in ten minutes and is unaffected by grease, hot or cold water. It will not chip, wash or rub off, but should not be used on wood-burning stoves, except to prevent rust. The main ingredient is made from a Java gum or hardened sap, which possess peculiar and strong properties for the purpose for which the



Stove Lusta is used. This compound is applied like paint with a small, flat bristle brush. One application to a gas range is claimed to last for months. This Lusta is also a screen enamel, applicable as well for wood frames as to the wire mesh. It is so thin it cannot fill the mesh, prevents rust and makes an old screen like new. As a stove pipe enamel, it covers a large amount of surface for a small volume, and dries within ten minutes after application. The chemical properties in the Lusta will dissolve rust as readily as water dissolves salt.

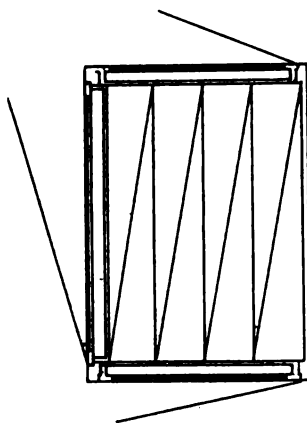
"Currie's" Saw Cabinet and Display Case

Frank F. Currie, Mason City, Iowa, is placing on the market "Currie's" Patent Saw Cabinet and Display Case, illustrated. The Cabinet and Case is made up of three sections. The upper portion may be used as a display counter cabinet, with or without the drawer base, or these two sections may be combined with the floor base, as here illustrated. The sections are referred to as being made by experienced fixture makers in a most thorough and workmanlike manner. Only thoroughly kiln dried lumber is used in the construction. The outside is of oak and the interior of well seasoned and clear soft wood. The back of the case is paneled oak, finely finished, so that

**"CURRIE'S" SAW CABINET AND DISPLAY CASE.**

it may be used as a center display case. The hardware is first quality as to strength, finish and utility, and the varnish is selected with special care and applied by experienced workmen. As will be seen from the illustration, the bins are wedge-shaped and the stock is put in and removed from both ends of the case. As a saw handle is thicker than its point the wedge-shaped bins permit placing two saws in the space that one usually occupies. There are 40 bins in the case, 20 at each end, and each bin will hold four 28-inch rip saws, so that opening either end door exposes the contents of 20 bins. As the cabinet provides a place for every saw pattern, length and point, a salesman can put his hand on any saw wanted. Another advantage claimed is that an order can be called off to a traveling sales-

man faster than he can write it, and as the merchant knows the selling numbers the stock can be kept at a minimum, with plenty of backing on the best sellers. The two end doors and the front door are used for display purposes, there being a space of $1\frac{1}{8}$ inches between the glass and back in the end doors and $2\frac{1}{2}$ inches space at the front door. The display doors at end make a prominent display of saws, while the front display space affords an excellent opportunity for displays, including chisels, bits, squares, scissors, paint brushes and the hundred and one other articles that can be displayed to advantage. This portion of the fixture is $44\frac{1}{2}$ inches high, $40\frac{1}{2}$ inches long and 28 inches deep. The height of the drawer base is 9 inches, containing four

**ARRANGEMENT OF SAW BINS IN DISPLAY CASE.**

drawers, two 18×27 inches in size, 3 inches deep, and two 4 inches deep. Files, auger bits and chisels, it is suggested, may be kept in the drawers, or they can be utilized for other purposes. The advantage of the base, when the case is set on a counter, is the clearance it gives for the end doors over packages which may be on the counter. The height of the case with the drawer base is $53\frac{1}{2}$ inches. The floor or cupboard base contains two shelves, entrance being afforded from the front by two swinging doors. The height of the base is 32 inches, the three sections combined being $85\frac{1}{2}$ inches. A cabinet of this kind has been in use in the retail Hardware store with which the manufacturer is connected for two years, and has been found entirely satisfactory.

The Briscoe Mfg. Co., Detroit, Mich., have received an order for supplying their "Oribo" Garbage Cans for use on the Panama Canal. The manufacturers make strong claims for these cans, both as to durability and price.

"Bradford" Semi-Circular Level

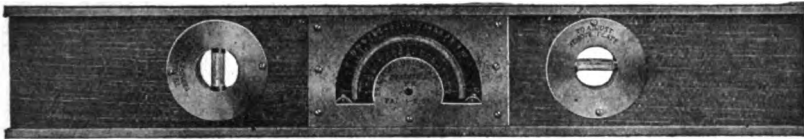
The Bradford Union Mfg. Co., Bradford, Pa., are offering the trade the "Bradford" Semi-Circular Level, Plumb and Inclinator, illustrated. It is made of cherry or mahogany wood, highly polished. The top and bottom are bound with solid aluminum. It is milled perfectly straight and true, and the makers state there is absolutely no warp or twist. All dials are of solid brass and can be read from either

in 12, 18, 24, 30 and 36 inches, and the average weight is between three and four pounds.

The West Haven Mfg. Co., West Haven, Conn., in their latest catalogue present several power hack saws, hack saw frames, band saws, plumbers' hollow mill saws, copper hammers, etc.

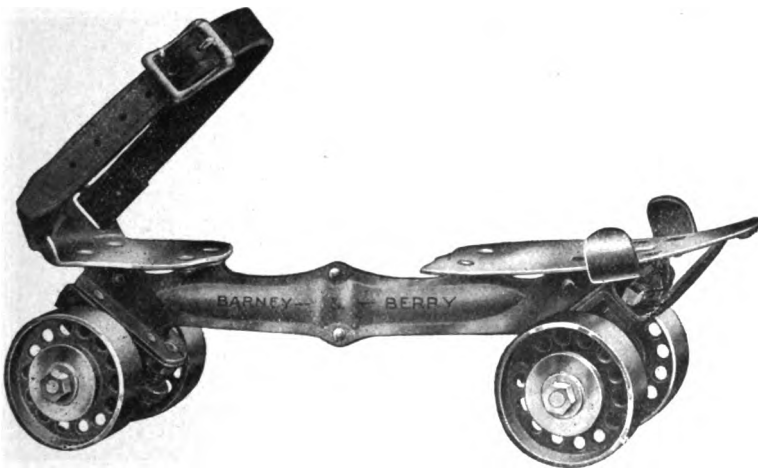
"B. & B." Ball-Bearing Roller Skate

Barney & Berry, Springfield, Mass., are of-

**"BRADFORD" SEMI-CIRCULAR LEVEL.**

side. Every part is easily and quickly adjusted. The Level determines exactly the position of an object with regard to a perpendicular, horizontal plane or incline, and defines the degrees in inclination from a perpendicular or a horizontal plane. A further use is to ascertain the height of a building or any object at varying distances. The device has a semi-circular glass tube with a graduated scale above which represents the number of inches or fractional parts

fering the trade an attractive line of "B. & B." Ball-Bearing Roller Skates, one style of which is illustrated. Among the main features are the make-up of frame from sheet metal formed in two parts, and in such a manner as to insure the necessary strength, while maintaining beauty of outline; and the toe brace, which adds strength to one of the points where there has usually been weakness. One-quarter-inch balls, with retainers,

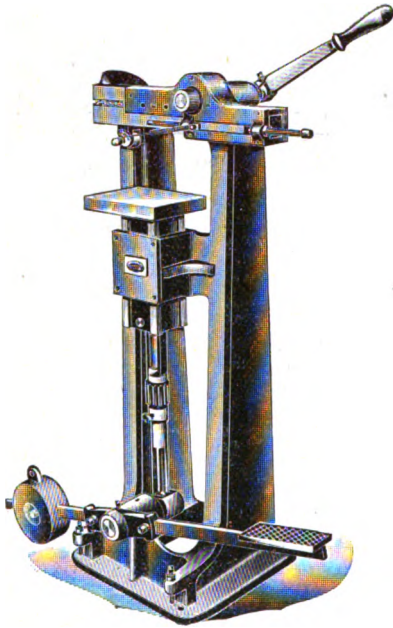
**"B. & B." BALL-BEARING ROLLER SKATE.**

thereof on raise or fall to the foot. Below the glass tube is the 90 degrees scale, figured both ways. When the center of air space registers 30 degrees on the upper set of figures, the lower set reads 60 degrees. All parts can be readily adjusted. All figuring is dispensed with, as the air space finds its own level and registers the same at any angle or pitch wherever it may be placed. The Level is made

are used in bearings, and the makers claim these give increased service and greater ease of running than is possible with 3-16-inch balls. The skates are furnished in a variety of fastenings, suited to the purpose, and are mounted on wheels of boxwood, fibre or steel. Special attention is called to the one-piece steel wheel, which, it is claimed, is very durable and attractive.

Marking Machine

The Dwight Slate Machine Co., Hartford, Conn., are manufacturers of the Marking Machine, No. 3, illustrated. It is designed to mark by means of steel dies letters, numbers, trade marks, monograms, etc., on either flat or round metal surfaces, such as axes, pistol bar-



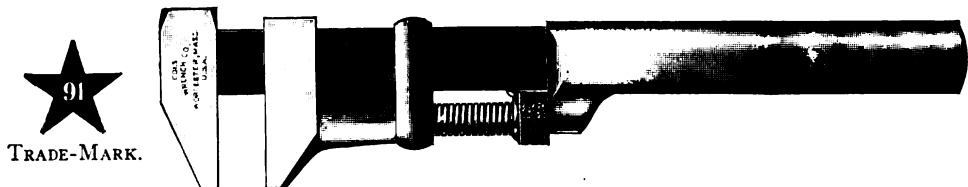
MARKING MACHINE.

rels, files, table cutlery, twist barrels, drills, taps, dies, reamers and a great variety of work. The piece of work to be marked is held on the table by a suitable fixture. For marking flat surfaces a cylindrical die is used, and carried in a yoke or holder, which is attached to

or slide, and the work allowed to roll on table as the die comes in contact with it. It is practicable to mark hollow tubes. Adjustments are provided when using flat or round dies, so that the proper character on die shall come in contact with the work at stated point, and by screw stops the amount of travel after contact is governed, and a clean cut beginning and ending of mark is assured. The round die, after use and release of pressure, is returned to first position by spring tension. The height of table is adjustable by screw. As to capacity, machine twist drills and taps are marked at the rate of 12 to 20 per minute; table knives, 600 dozen in ten hours, and other work according to how easily it can be handled and set to the gauge pins. The finest work can be done with exactness. The machine can be adapted to a wide range of work, is mounted on a column of convenient height, and is strong and well made. It weighs 375 pounds, which makes it convenient to be moved from one part of the shop to another.

"Coes" Steel Handle Wrench

The Coes Wrench Co., Worcester, Mass., for whom John H. Graham & Co., 113 Chambers street, and J. C. McCarty & Co., 10 Warren street, are New York representatives, are bringing out a new 4-inch steel handle wrench. This size will be made with the same attention to detail, the same stock and the same finish, to the smallest point, that is put into any of the other sizes—the 6, 8, 10, 12, 15, 21, 28, 36 and 48-inch wrenches. Hammer and knife handle wrenches are furnished in sizes 6 to 21 inches, inclusive, and steel handles from 4 to 21 inches inclusive. The "Key Model" is made in 28, 36 and 48-inch sizes. The company's trade-mark of the Star 91 refers to the steel handle wrenches, the 91 indicating the age of Mr. Loring Coes at the time the trade-mark was adopted. The com-



"COES" STEEL HANDLE WRENCH.

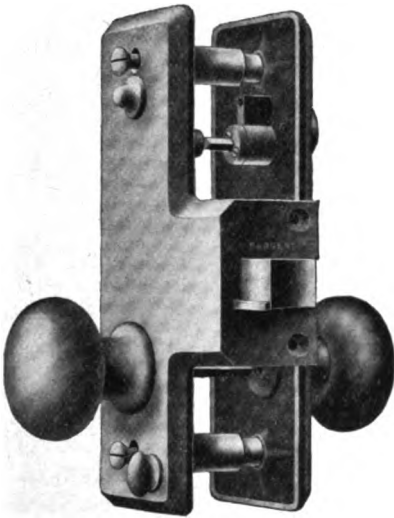
slide bar or rack, and which is moved by lever and pinion shown. By using a round die only a single point on the circumference of same is in contact with the work at one time. This process secures good work, and a saving of from 50 to 75 per cent. in wear of dies. When marking round surfaces, as the shanks of drills and reamers, a flat die is attached to the rack

pany are now offering an Introduction Assortment Case of the Steel Handle Screw Wrenches. Each case contains a dozen each size of the 6, 8, 10 and 12-inch Wrenches. It also contains circulars, window decalcomania transfer signs. This case is a good starting stock, and is packed in no other assortment.

Sargent's "Union" Lock Sets

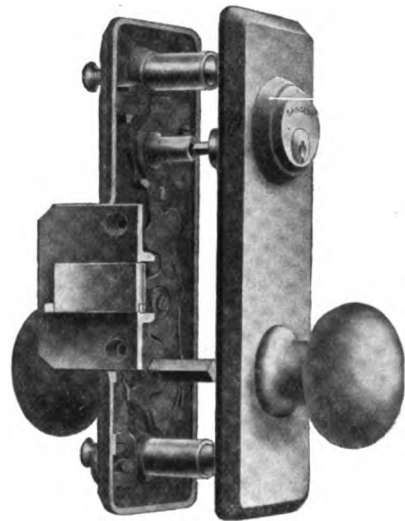
Sargent & Co., New Haven, Conn., and 149 Leonard street, New York, are placing on the market Sargent's Union Lock Sets, illustrated. This set is a combination of lock, knobs and escutcheons, comprising the complete equipment for both sides of a door, ready for applying. Each Lock Set is packed in a box complete and without any loose parts; it is in proper working order and adjustable for doors from 1½ to 2¾ inches thick. The Lock Sets are suitable for various kinds of doors, including front and vestibule doors. Attention is directed to the ease and rapidity with which the Lock Set can be applied, the parts for the two sides being quick-

mechanism inside the door, so that it cannot be wrenched off or tampered with. The latch bolt is of the hinged type, is easy in its action and operates without friction, thus permitting the easy closing of the door. The knobs are cast in one piece and cannot come apart. They are self-adjusting, fitted with screwless spindles and securely fastened, so that they cannot be stolen and will not rattle nor work loose nor come off. The New York Fire Exchange has approved of the method of construction when used with the Richardson seamless fire-proof doors, whereby the lowest minimum standard rate of insurance is secured. When so used the latch bolt is made with a center anti-friction attachment and has a throw of



SARGENT'S "UNION" LOCK SET.

ly clamped together and forming a solid and secure lock with all necessary trimmings. The door is not weakened by having a part of it cut away, only four holes being bored with a ⅝-inch bit and a few cuts with a chisel being needed. The manner of applying and clamping the lock to the door adds to the strength of both lock and door. The wrought steel working parts of the Lock Set are machine made and are exactly uniform as to size. They will not break, and the construction is such that they cannot fall apart or get out of place; they are carefully fitted, insuring a perfect action and great durability. They are on the inside of the door so that it is impossible to get at them from the outside, and there is nothing to bind or get out of order or jar out of place and interfere with the proper working of the Lock Set. The five pin tumbler cylinder above the knob allows the use of a one-piece cast knob and places the key



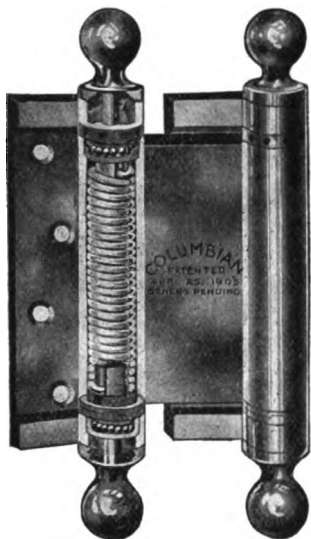
KEY CYLINDER SIDE OF LOCK SET.

¼ inch, thus securing greater resistance and less liability of the door being forced open through warping under fire pressure. These Lock Sets are furnished to order in sets of any required number, with nickel-plated steel master key to pass each set and a grand master key to pass all. They can also be master keyed in sets with any Sargent's Cylinder Door Lock or Latch, Screen Door Latch or Padlock. A stiff paper template is packed with each set for the use of carpenters in fitting the lock.

Wiebusch & Hilger, Limited, 9 Murray street, New York, as United States representatives for Peter Wright & Sons, of England, have advanced the price of Anvils half a cent per pound. This has been made necessary by reason of the continued increased in cost, both of labor and materials.

"Columbian" Ball Bearing Spring Hinge

The Columbian Hardware Co., Cleveland, Ohio, are offering the trade the "Columbian" Ball Bearing Spring Hinge, illustrated. It is almost identical in construction with the regular "Columbian" Wrought Steel Spring Hinge,



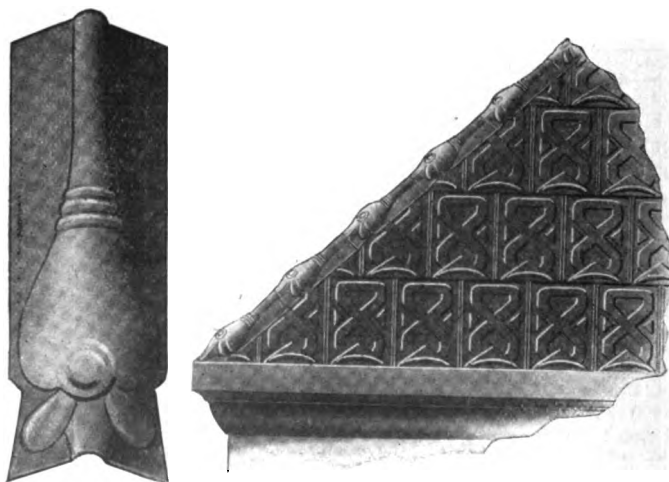
"COLUMBIAN" BALL BEARING SPRING HINGE.

with the exception that the ratchet and spring holder are shaped so as to act as cones for the bearings. The spring holder consists of two parts instead of one, as in the regular "Colum-

boring, which provides an ample space for them. This method not only holds them securely in place, but gives them a rigid, substantial base. This Hinge is protected against dirt and moisture; no visible cones or washers are used, and the Hinge operates smoothly and noiselessly with minimum jar. It is substantially made throughout. The center is of high-grade seamless tubing formed by press. The side flanges are stamped from flat stock and shaped by the same method. The ends are heavily reinforced to prevent sagging of door or warping of hinge. The tips are made from solid bar steel turned accurately by automatic machinery. The long, evenly coiled spring gives the hinge a smooth and positive action. The company have issued a new price list of their Hinges.

"Edwards'" Metal Shingles

The Edwards Mfg. Co., Cincinnati, Ohio, are manufacturers of the "Edwards'" Metal Shingles, illustrated. These Shingles are made in three sizes, 7x10, 10x14 and 14x20 inches, of pure sheet copper, tin plate, painted or galvanized. The galvanized Shingles are made of IC full weight charcoal roofing tin. The Shingle is stamped and then galvanized separately by hand. Consequently there are no raw edges, cracks or abrasions of the zinc coating. The Shingles can be applied to a roof of any type and are guaranteed to be an absolute protection against fire and the elements, taking a low rate of insurance. The



"EDWARDS'" PERFECT HIP SHINGLE.

bian," but with the two parts acting as one it practically does not increase the number of working parts of the hinge. The ball races are set into the heavy barrels after counter-

Metal Shingles in connection with the "Edwards'" Perfect Hip Shingles, produce an attractive roof covering of extreme lightness and durability. The Shingles can be applied

without soldering or the use of special tools and by any mechanic. The Hip Shingles are made for hips of roofs and to take the place of plain tin strips, wood or metal. The manufacturers point out that there is an unlimited field in which these Shingles can be used, and



"EDWARDS'" METAL SHINGLE.

that they afford good profit to the Hardware dealer. The company make an extensive line of Sheet Metal building material, including Metal, Ceiling, Steel Imitation Brick, Cornice, Skylights, etc. They have a new catalogue about ready for distribution.

"Lisk's" Self-Basting Roaster

The Lisk Mfg. Co., Canandaigua, N. Y., are manufacturers of "Lisk's" Seamless Self-basting Roaster, illustrated. The principle of this roaster is simple. Steam from the meat



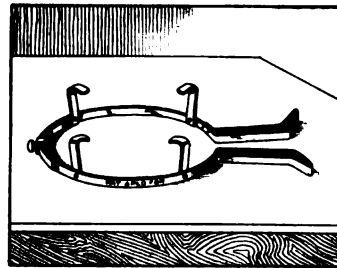
"LISK'S" SELF-BASTING ROASTER.

naturally arises to the top of the pan, which, by virtue of its shape, condenses the moisture and returns it to the roast, thus rendering entirely unnecessary the constant care, attention and use of water required by the old method. The roaster is made from fine quality of steel, covered with three coats of the company's Imperial gray enamel, which is

warranted for ten years. Every part is stamped seamless in one piece and is absolutely sanitary. The device will cook on the stove as well as in the oven. It is claimed to save 20 per cent. in weight of meat, and requires but little attention and no basting. Owing to the depressed top, the drip is carried to the center and falls directly on the meat. The roaster not only roasts meat, game and poultry without the loss of nutritious qualities, but bakes bread as well. It is made in four sizes, accommodating roasts from 8 to 20 pounds.

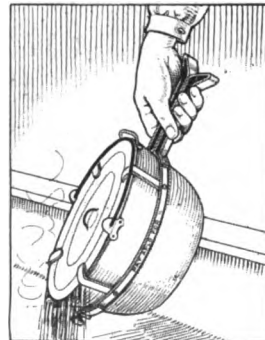
Handy Combination Kettle Cover Holder

The Kent Mfg. Co., Fort Atkinson, Wis., are placing on the market the Handy Combination Kettle Cover Holder and Baking Dish Lifter, illustrated. It is made of spring steel, nickel-plated, rust proof, in two parts,



HANDY COMBINATION KETTLE COVER HOLDER.

each having a loop handle. At the further or outside end of each half, the bands or strips lap each other, passing through a loop having a screw, which permits of easy adjustment to

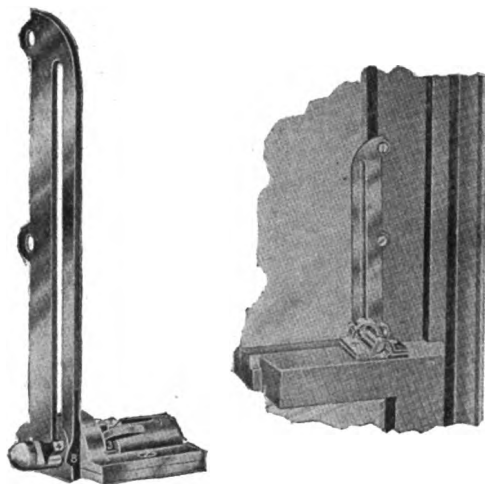


USED AS A KETTLE COVER.

different sized kettles, stew pans, etc. When fully opened the diameter is 10¼ inches, and various sizes can be accommodated down to 7½ inches diameter. Two clips or holders are firmly riveted to each half of the device, thus rendering easy the handling of kettles containing hot liquids, etc.

"Williams" Ventilating Window Sash Fastener

Charles Hoyt Williams, Fidelity Building, Buffalo, N. Y., is placing on the market the "Williams" Ventilating Window Sash Fastener, illustrated. It consists of four parts, bolt, bolt cover, base plate and upright plate. The cylindrical bolt has a rounded end, a dog and two grooves which form a small flat section at right angles to the dog and thumb piece. The upright plate is mortised and the round opening at bottom is just large enough to admit the bolt. A narrow slot, five inches long, runs from this round opening to the top.



"WILLIAMS" VENTILATING SASH FASTENER.

A wedge-shaped cam is on the back of the plate at bottom. The bolt cover has three notches which permit of three positions for the bolt. The first position shows the sashes free and the window unfastened. When the window is closed and the bolt pushed forward, its rounded end freely enters the round opening of the plate. By turning the thumb-piece down to the right in the second notch, the bolt is so turned that the small flat section formed by the two grooves permits the bolt to enter and glide along the five-inch slot; the window may be opened to this extent, but no further. This permits ventilation at top and bottom of window. When the window is closed and the bolt pushed home, the window is fastened. By turning the thumb-piece down to the left in the third notch, the dog moves over the wedge-shaped cam and draws the sashes together tight and prevents rattling. This device is so attached that it cannot be pried off from the outside; prying produces a sheering strain on the screws and the glass or sash, it is claimed,

would break before the screws would yield. When adjusted for ventilation, the fastener cannot possibly be opened with a wire or any other device. The bolt cannot be drawn back until it is turned, and it cannot be turned until the window is closed. This sash fastener can be used alone or in connection with any other fastener. The Fasteners are made in but one size, and are supplied in either brush brass, oxidized copper or nickel finish.

H. H. Crie & Co., Rockland, Me., wholesale and retail Hardware, issue a 40-page catalogue containing lists of goods for blacksmiths, machinists, fishermen, farmers, ship, boat and carriage builders, etc.

"Reita" Intermittent Alarm Clock

The New Haven Clock Co., New Haven, Conn., are placing on the market the "Reita" Intermittent Alarm Clock, illustrated. This has been brought out to meet a demand for a small reliable intermittent alarm clock of artistic design, suitable for boudoirs, etc. Owing to the satisfactory results obtained with



"REITA" INTERMITTENT ALARM CLOCK.

their Tattoo movement, they have gotten out a small movement on the same order as the large one. This small movement is being fitted into a number of different styles of cases. The movement is a one-day, and alarms every twenty-seconds for five minutes on a bell metal gong on the back of the clock. It is fitted with a switch so that the alarm can be shut off when desired.

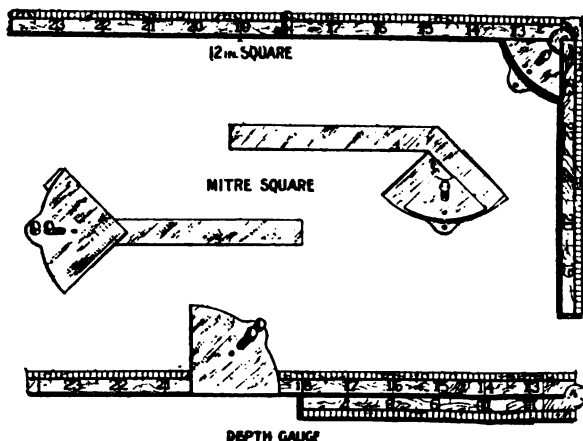
Two-Foot Rule Attachments

The Eden Specialty Co., 954 Third avenue, Brooklyn, N. Y., are offering the trade the Two-Foot Rule Attachments, illustrated. The device in the larger illustration fits on any

be scribed from 1 $\frac{3}{4}$ to 47 inches inclusive.

"Hartwell" Axe Handles

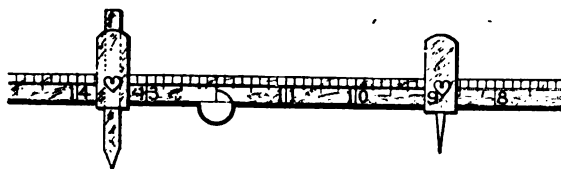
Hartwell Bros., Chicago Heights, Ill., are offering the trade a line of high-grade "Hartwell" second growth Hickory Handles for



TWO-FOOT RULE ATTACHMENTS.

ordinary two-foot rule, and can be carried in the vest pocket. It makes a convenient and accurate square, no matter how loose and worn the center joint is, as a stiff spring holds the rule rigid enough for any purpose.

axes, picks, sledges, mauls, hammers, hatchets, etc., and railroad and mining tools. Their specialty is hand-shaved Axe Handles, single and double bitt, oval and octagon; all the different sizes and shapes applicable for trade



COMPASS ATTACHMENT AND TRAMMEL POINTS.

To release the attachment the buttons are pushed together, while the outside flanges are thinned down so as not to interfere in any

in the different parts of the country. The firm state their goods are thoroughly seasoned, and will not warp or spring out of shape. Each



36-INCH OVAL DOUBLE BITT AXE HANDLE.

way. The attachment also serves as a mitre square and a depth gauge. It can also be used as a sliding gauge for drawing parallel lines.

piece, from the crude green start at their country shops or mills, through the moist air seasoning process at the main plant, to the



36-INCH OCTAGON SINGLE BITT AXE HANDLE.

A compass attachment for making circles is also shown. When used as trammel points they are attached to the end of the rule.

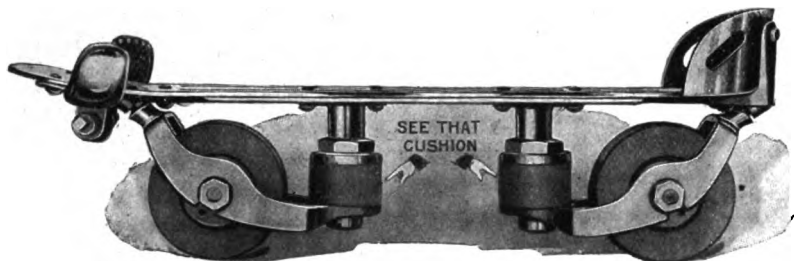
With the compass attachment circles can

highly polished finished state in the crates, are thoroughly inspected as to workmanship, grading, packing, etc. Their brands are: "Buck-eye," "The Chieftain" and "Axeman's Pride."

Richardson "Expert" Roller Skate

The Richardson Ball Bearing Skate Co., 501 Wells street, Chicago, Ill., are placing on the market the new "Richardson" Ball-Bearing Skate, known as the "Expert." It has two rollers, but is so constructed that the same oscillating action is obtained as in the company's four-wheeled skate, which has attained wide popularity. With this new con-

tube. Porcelain is non-absorbent, has the highest insulating qualities, and will not break or disintegrate in hot gases. The spark points are substantially made of a special nickel steel alloy which withstands the heat to a remarkable degree. Owing to the construction, oil will not remain fixed across the spark gap. There is no gas leakage, because the joints are packed with asbestos perfectly tight. This

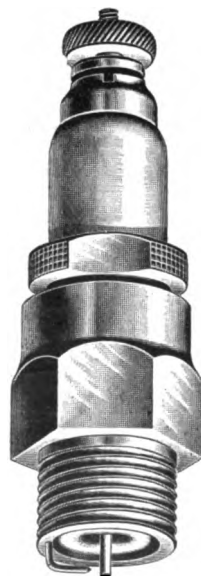


RICHARDSON "EXPERT" ROLLER SKATE.

struction the same curves and circles can be described as with a four-roller.

It is not expected by the manufacturers that this new skate will displace the original "Richardson" skate for general rink use, but that it will be preferred by professionals and expert skaters for individual use on account of its simplified construction, light weight and racy appearance. The rollers in the new skate are of aluminum, $2\frac{1}{8}$ inches diameter, by $1\frac{1}{4}$ inches on the face, and are mounted on roller carriers with outside hangers which carry the axles, one end of the roller carrier resting on a large rubber cushion, which provides the oscillating action and prevents all jar, while the other end of the carrier has a free action in a pocket attached to the foot plate. It will be ready for the trade October 1.

Plug has an insulator on which the soot line would have to form two inches long before there could be any short circuit. The gap between the spark points is only $1/32$ -inch, and this is the reason why short circuiting is claimed to be impossible in this Plug, as a spark always jumps. The dimensions of the



"SOOT-PROOF" SPARK PLUG.

The Nicholson File Co., Providence, R. I., have recently brought out two oval colored tin signs, one referring to the "Nicholson" and the other to the "Kearney & Foot" Files. The former has a white background with yellow border and shading around the black printing of the files; the latter sign has a yellow background. Both are striking and are reversible. A string at the top affords means to hang the signs up. The company furnish these signs to retailers, sending by mail, or they are supplied to the wholesale trade in quantities, to be shipped with goods.

"Soot-Proof" Spark Plug.

C. A. Mezger, 203 West 80th street, New York, is the manufacturer of the "Soot-Proof" Spark Plug, illustrated. The insulator is a single, large, strong, hand-turned porcelain

Plug are: Length under hex, $15/16$ -inch; length of threaded portion, $9/16$ -inch; diameter outside of thread, $8/25$, taper; pitch, 14 threads, and known as $1/2$ -inch pipe size; type, A. The Plug is guaranteed for six months, used ten hours per day.

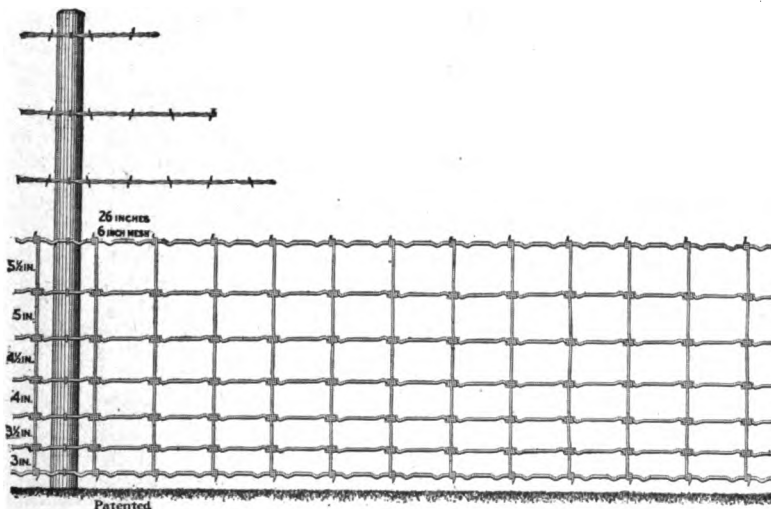
"Dillon" Square Mesh Fence

The Northwestern Barb Wire Co., Sterling, Ill., are makers of the "Dillon" square mesh fence, illustrated. It can be furnished in various heights and possesses features which make it excellent as a combination hog and cattle fence. The independent stay forms a perfect hinge joint which prevents the bend-



BARBED BOTTOM.

ing of the stay wires when the fence is attacked by stock. The expansion crimp not only prevents the fence from becoming loose by action of cold or heat on the wire, but it also prevents the stays from slipping, holding them in position by the shoulders on either side, the wire being straight under the tie, thus forming a perfect seat upon which the hinge may rest to do its important work. The barbed top and bottom wire effectually repels

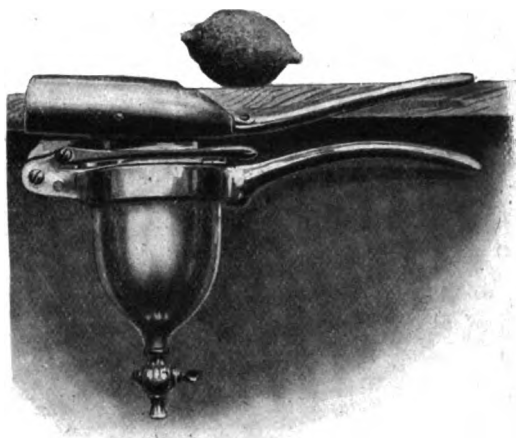
**"DILLON" SQUARE MESH FENCE.**

the attack of stock at all times. The fence is flexible so far as it adjusts itself to uneven ground, and is rigid so far as resisting the attacks from stock.

"Acme" Automatic Lemon Squeezer

The Acme Mfg. Co., 132 Nassau street, New York, are placing on the market the "Acme" Automatic Lemon Squeezer, illustrated. This machine in one operation takes the lemon whole, cuts it in two, squeezes the juice out,

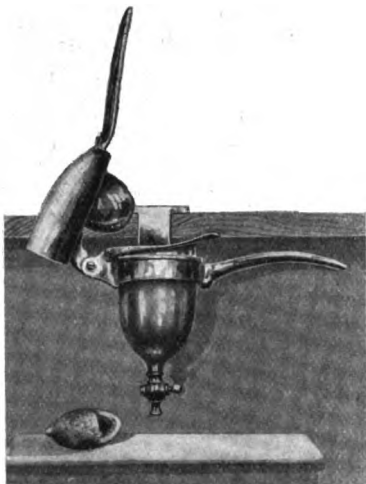
strains it, removes the pulp and leaves the lemon juice in the machine to be drawn off

**"ACME" AUTOMATIC LEMON SQUEEZER.**

when desired. It is especially adapted for use in restaurants, hotels, drug stores, soda water

fountains, clubs, bar-rooms, etc. It consists of two parts, the upper having a knob-like projection which forces the juice out of the lemon. In the other, or stationary half, is placed an aluminum cup in the bottom of which is a strainer. Under the strainer is a bowl into which the lemon juice runs from the squeezed lemon. At the bottom of bowl is a faucet for drawing off the lemon juice. In the cup is a perforated bowl, in which is a removable knife blade, adjusted to cut the

lemon when pressed by the movable plunger. Fastened to the perforated bowl is swung an arm having fingers, the function of which is to remove the lemon pulp and throw it out when the movable plunger is raised preparatory to a second operation. The cup is of aluminum and



LEMON SQUEEZED AND PULP THROWN OUT.

the balance of the device is malleable iron, nickel-plated. The squeezer is fastened to a counter, shelf, table or bracket by means of a clamp. At present one size is made, weighing about three pounds.

The Silver Lake Co., 78 Chauncey street, Boston, Mass., in order to make easier the identification of their Solid Braided Cordage, are now stamping their name on every foot instead of three feet, which has been the previous practice.

The Billings & Spencer Co., Hartford, Conn., in a new catalogue, show their line of Improved Drop Hammers, Trimming Presses, Heating Furnaces, etc. There are also a number of illustrations of the various parts of the machines, some of the work they will do, and general information of interest and value to users of this class of tools.

The Willis Mfg. Co., Galesburg, Ill., have issued catalogue No. 5 of Architectural Sheet Metal Work. It is an oblong book, 9½ x 12 inches, contains 112 pages, and is profusely illustrated. There are shown Store and House fronts, Cornices, Window and Door Caps, Skylights, Roofings, Weather Vanes, Steel Siding and Ceiling, Metal Roofing, Sheet Metal Shingles, and Sheet Metal Ornaments in large variety.

The Boggs-Howland Co., 23 Warren street, New York, are the Eastern agents for the "Zeidler" Baby Gasoline Torch, manufactured by the Zeidler Lamp & Brass Co., Lomira, Wis. The torch is such small size that it can be conveniently carried in the pocket or satchel.

Last month the E. C. Atkins Co., Indianapolis, Ind., held the "Atkins" Pioneer Banquet at which there were 62 out of the 75 employes of the company 25 years ago. There are a large number of men in the employ of the concern at present who have been with them 19, 18, 17 years and so on down. One of the banqueters was Joe Miller, who has been with the company continuously for 41 years.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have issued an abridged catalogue which embodies illustrations and detailed descriptions of all their staple numbers. This includes the No. 80 Repeating Gallery Rifle, ready next month, and Stevens' "Little Scout" No. 14 and No. 325 Double-Barrel Hammerless Shotguns, the latter two now being on the market.

The Stewart Iron Works, Cincinnati, Ohio, in catalogue 40-F show many of the various kinds of Fencing which they manufacture. Full instructions and blanks are given for making specifications, and when the order is shipped, a diagram is sent showing exactly how the fence is to be set, etc. They make Plain and Ornamental Steel and Iron Fence, Entrance Gates, etc., for parks, cemeteries, dwellings, tree guards, vases, park, lawn and cemetery settees, stable fittings, jail and prison work, etc.

The Washington Cutlery Co. have their new shops at Watertown, Wis., well under way. The main building will be 144 x 60 feet, two stories, and will have every facility for the perfect handling of the product. The firm will continue as formerly, turning out their complete line of "Village Blacksmith" Hand-made Butcher Knives and Tools, and will add some other departments for the manufacturing of Blacksmith Pincers, Screw-Driver Bits and Screw Drivers. They will also make additions to their line of Grass Hooks, Corn Knives, etc. The shop where power is needed will be driven by electric transmission. The new department will occupy the shops about October. The present manufacturing plant will be continued at Milwaukee for some time to come.

The Bemis & Call Hardware & Tool Co., Springfield, Mass., in their latest catalogue, show their line of Wrenches, comprising Nut, Combination Pipe and Nut, Adjustable "S" Nut, and Adjustable "S" Pipe constructions. There are also included Timber Scribes, Drive Punches, etc.

The Bissell Carpet Sweeper Co., Grand Rapids, Mich., held their annual meeting last month and reports showed that the past fiscal year had been the largest in the history of the concern. With a large addition to manufacturing facilities they feel confident of still further development for the coming year. Not only has a handsome growth been made at home, but also in foreign countries. Branch factories are located in Canada and France, and warehouses in New York and London.

Henry Disston & Sons, Incorporated, Philadelphia, Pa., are favoring the trade with copies of their cloth-bound 200-page catalogue. Inasmuch as some customers know the concern only as Saw manufacturers, they invite the reader to look through the volume in order to obtain an adequate conception of their extensive line of Saws, which include not only staple goods like Cross Cut, Circular, Wood, Band, Kitchen and Hand Saws, but also a wide variety of special constructions, such as Cylinder Saws, Bilge Saws, etc. Other goods shown include Cork, Leather, Paper or Cloth Knives; Machine Knives, tools for repairing saws, Saw Sets, Saw Clamps, Plastering and Brick Trowels, Cane Knives, Post Hole Diggers, Machinists' Tools, such as Marking Gauge, Levels, Centre Gauges, Try Squares, Mitre Squares, bevels, Screw Drivers, etc. A variety of Slaw and Crout Cutters is also presented. The company manufacture all sizes and styles of Springs, Cutting Implements and tools.

The Massachusetts Saw Works, Chicopee, Mass., recently got up a mailing novelty to bring prominently to the attention of the trade their "Victor" hack saw blades. It was an oblong card showing an illustration of a hack saw frame and blade, the operator's hands being placed in position on the saw frame as in actual use. The blade was also illustrated, but a real blade was put through two openings in the card, and the effect was to show the blade in the correct position in saw frame and cutting a piece of steel tubing held in a vise. The idea is novel. A paste-board backing gives the necessary rigidity to pass safely through the mails. The back of the card gave information as to the various sizes, etc. At the end was a detachable post card to be used by the recipient.

Butler Bros., Chicago, New York, and St. Louis, advise the trade that work has begun on their half-block structure at Minneapolis. It is expected the building will be ready for occupancy by December 1 of this year, but it will take at least sixty days to arrange the enormous stock to be installed. The building will be eight stories at one end and nine at the other, with a basement the whole length of building and sub-basement under part of it. A private railroad track will run through the entire length of the building, affording ideal facilities for almost instantaneous shipment of goods. The entire top floor will be devoted to the display of samples. On top of the building will be a large and beautiful roof garden.

The Friedley-Voshardt Co., 194 Mather street, Chicago, Ill., are sending the trade copies of their 176-page catalogue of the goods they manufacture. These include Sheet Metal Statuary, Zinc and Copper Ornaments, Ornamental Steel Ceiling, Steel Roofing and Siding, Metal Shingles, Corrugated Iron, Eave Trough Conductor Pipe and Fitting, Window and Door Caps, Ridge Capping, Galvanized Cresting, Finials, Fire Proof Windows, Skylights, etc. While the book does not show the full line, it gives the merchant an idea of what the concern make. A special Ceiling catalogue is issued, which will be sent upon request to interested parties, and they also send out to the cornice trade a 256-page catalogue of ornamental work, etc. A few of the articles out of their regular line are Drip Pans coated with a preparation to prevent rust, Galvanized Coal Hods, Wash Tubs and Pails.

The Wyeth Hardware & Manufacturing Co., St. Joseph, Mo., have issued a new general Hardware catalogue. It is a publication of 1,500 pages, and the loose leaf arrangement permits of the jobbers sending out pages from time to time, thus enabling the retailer to keep the book up-to-date. Standard lists have been used as far as possible. There are nine divisions, as follows: No. 1, Mechanics' Tools; No. 2, Farming, Garden and Lawn Tools; No. 3, Builders' Hardware; No. 4, Miscellaneous Hardware; No. 5, Paints, Brushes and Household Goods; No. 6, Enamelled, Nickel Plated, Copper Japanned, Galvanized, Pieced and Stamped Wares; No. 7, Tinnery's Trimmings and Supplies; No. 8, Cutlery; No. 9, Sporting Goods, Bicycles and Fishing Tackle. Sections 3 and 8 are especially complete. A copious thumb index is in the front of the volume and at the end is an approximate price list.

Last month was the thirtieth anniversary of the Bissell Carpet Sweeper Co., Grand Rapids, Mich., and New York City. The concern in the thirty years has made such tremendous progress that to make any comparisons would be useless. Not only have the Sweepers been greatly improved in all parts, but their use has been extended to nearly every part of the world.

The Cleveland Wire Spring Co., Cleveland, Ohio, in their latest catalogue, show a line of Steel Mortar and Brick Hods, Steel Mortar Boards, Two-Man Hand Barrows, Steel Nail Boxes, Steel Shop Boxes, Steel Bench and Shelf Boxes, Square Steel Pails, Tool Racks, Barrel Trucks with Steel Barrels, etc. They also make a very extensive line of springs of all kinds.

The Manitowoc Aluminum Novelty Co., Manitowoc, Wis., in their latest catalogue present a surprising variety of novelties in Aluminum for advertising souvenirs, trade premiums, etc. These include Business Cards, Card Cases, Combs, Calendars, Trays, etc.

W. R. Case & Sons Cutlery Co., Bradford, Pa., state they are one of the few cutlery manufacturers in this country who are still using the old-fashioned methods of forging their blades by hand and hardening and tempering each blade separately.

The Silver Mfg. Co., 314 Hewes street, Brooklyn, N. Y., have brought out catalogue No. 14 of artistic Bath Fittings, 112 pages. It will thus be seen the comprehensiveness of the book as every article in same can be used in the bath room. There are assortments of Toilet Paper Holders, Towel Bars and Shelves, Soap Holders, Combination Fixtures, Match Holders, Thermometers, Bath Tub Seats, Bath Room Mirrors, Bath Sprays, etc. The catalogue No. 16 covers House Furnishings, in which are included, Coffee Pots and Urns, Bread Pans, Roasters, Potato Mashers, Egg Beaters and Timers, Toasters, Flour Bins, Alcohol Stoves, Ice Cutters, Sink Strainers, Blue Flame Oil Cook Stoves, Gas Heaters, etc.

The Edwards Mfg. Co., Cincinnati, Ohio, in a handsome catalogue, show a few of many designs of the "Edwards' " Metal Ceiling and Side Walls. New factories have recently been completed in which is installed up-to-date machinery, operated by skilled workmen. The pages being $9\frac{1}{2} \times 12\frac{1}{2}$ inches, there is sufficient space in which to show the many attractive designs for ceilings, side walls, cornices, friezes and borders, etc.

Wm. Warnock Co., 324 Fourth street, Sioux City, Ia., have issued an automobile supply catalogue consisting of motor sundries and supplies, tools and accessories for motor cars.

The W. C. Toles Co., Irving Park, Chicago, Ill., are distributing to the trade catalogue and price list of Rapid-Acting Vises for wood workers and Manual Training Benches. Some excellent testimonials are also presented in the catalogue pertaining to these two lines.

The Ward Fence Co., Portland, Ind., in their catalogue show a wide variety of Ornamental Wrought Iron and Steel Picket and Wire Fence. This fencing is especially adapted for enclosing residences, parks, cemeteries and other finished grounds. It is a class of goods not necessary to be carried in stock. The Hardware dealer can sell from the catalogue and order as sales are made. From the general advertising done by the company many inquiries are received, which are referred to the nearest dealer handling the concern's products. Profit-bearing prices pertain to the entire line.

The Pullman Mfg. Co., Rochester, N. Y., have issued a new general catalogue of Sash Balances and their other Hardware specialties. The concern are now making over 2,400 Sash Balances, and are in position to furnish Balances for any shape, style or size of sash, or to meet any required conditions of sliding sash. The concern state they are the oldest and largest makers of Sash Balances in the world. Section A is devoted to Regular Balances, Section B to Cabinet Balances, Section C to Railroad Car Balances, Section D to Marine Balances, Section E to their Hardware specialties, such as Floor Spring Hinges, Coiled Door Springs, Screen Door Checks, Sash Lock, Sash Ribbon, Sash Chain, Automatic Window Ventilators, Coat or Waist and Trouser Hangers, and Section F to indexes, codes, etc. The book is well printed and shows the great care exercised in its compilation.

Michigan Retail Hardware Association

The twelfth annual convention of the Michigan Retail Hardware Association will be held at the Hotel Cadillac, Detroit, the 8th, 9th and 10th inst. An attractive program has been prepared, and it is expected fully 500 members will attend. A rate of a fare and a third has been granted by the railroads, good from the 4th to the 14th, inclusive. A. J. Scott, Marine City, is secretary.

OKLAHOMA RETAIL HARDWARE CONVENTION

A LARGE AND INTERESTING MEETING—PRACTICAL TALKS BY SUCCESSFUL MERCHANTS—
FORMATION OF DISTRICT CLUBS, THUS ELIMINATING PRICE-CUTTING AND
OTHER EVILS.

The third annual convention of the Oklahoma Retail Hardware and Implement Dealers' Association was held the 10th, 11th and 12th ult., at Oklahoma City. There was a large and enthusiastic meeting, presided over by President W. J. Petee, Oklahoma City. In his annual address the President spoke very encouragingly of the outlook for the growth of the new State of Oklahoma, its varied and rich natural resources, the proper development of which would bring wealth to the State, in which the Hardware dealers would share. The speaker remarked that his experience in the retail business had taught him that if the local dealers will mix together freely, they will get along better, receive more money for their goods and take less time to sell them, and this often without an agreement as to prices, which under many conditions is not necessary. Members were asked to pay special attention to have favorable laws placed upon the statute books pertaining to their business interests. It is easier to get proper laws passed at first than to get improper laws repealed.

T. C. Ham, representing the traveling men, spoke upon that topic. It is as necessary and essential for the salesman to have friends in business as for the merchant to have the friendship and confidence of the salesman. The right class of salesman measures his customer not entirely by the dollar and cents' valuation, but even more by a higher method—the character of the man.

A. C. Acres, Norman, Okla., spoke on the matter of mutual insurance, citing instances of the value of such a company to the members, etc. Following his remarks a special committee was appointed to take up the matter. R. W. Shapleigh, of the Norvell-Shapleigh Hardware Co., St. Louis, was present and made a pleasing address.

FORMATION OF DISTRICT CLUBS

M. C. Hale, Tulsa, made an address on the "Formation of District Clubs," as follows:

The organization of Hardware clubs is, in my opinion, the most important subject that can be taken up and discussed by the Hardware dealers here assembled.

In the days and weeks we spend behind the counter trying to make a living selling Hardware, the thought often comes to us, How can we better our conditions? Competition is getting keener all the time, and profits are nat-

urally becoming less. It is the natural ambition of each one of us to sell more goods than our competitors, and the usual method is to make special inducements to this and that customer, with the result that the large buyers have no difficulty in buying goods at a very close margin.

The trouble with the merchants in most towns is that they are jealous of each other and a lack of confidence in each other prevails. It is no uncommon thing to find towns where the merchants will not even buy goods from the same jobber for fear that if they get to handling the same brand of goods the prices will be demoralized. I have in mind towns where business is such that, if the cost of doing business were added to the cost of the goods, the entire builders' Hardware business would show a loss. There is only one solution of this growing evil, and that is the organization of the Hardware dealers in each town.

Call a meeting of all the Hardware dealers in your town, elect your officers, draw up a set of by-laws, appoint your committees, meet once or twice a month as the circumstances demand, have some cigars, and make it a social event.

I think it a good plan once in a while to have a supper all by yourselves, and you will be surprised at the feeling of confidence and friendship that will spring up between you, for there is no reason why your competitor should not be one of your best friends. At these meetings establish prices on staple Hardware, such as nails, wire, poultry netting, wire-cloth, builders' Hardware, and any carpenter's tools on which you may have strong competition. This list should be made, of course, to suit your own particular needs.

I would suggest that all goods on which prices have been established should be marked in such a way, for instance, a cross, so as to indicate to the clerks that the price found on all goods with this particular mark should not be cut. Some of you will probably say that you have a competitor who might agree to sustain prices, but he never would do so; and why won't he do so? Because he thinks the same of you. You haven't any confidence in each other's sustaining prices. This can only be remedied by frequent meetings where you can thresh out your troubles among yourselves, and it won't be long before you will

have more confidence in each other's sustaining prices.

We experienced the same trouble in Tulsa before we organized. There was not a week passed that I did not hear of prices being cut by our competitors, and I usually met the prices, and sometimes would go them one better. We never thought of such a thing as consulting each other about these cut prices; we felt too independent to do anything like that—and consequently the retail prices in Tulsa were becoming more demoralized every day.

One day I broke the ice and called them all together. We spent a pleasant evening, and before we separated we decided that we were all a pretty good bunch of fellows. We elected our officers, drew up a set of by-laws, and appointed the necessary committees. We then continued with our business with a different feeling in our hearts toward each other, and now if a customer comes in and tells me I am 25 cents higher on barbed wire I know he lies. There will be an immense amount of business during the next few years, and why throw away the profits in senseless price-cutting?

CREDITS.

Another phase of the Hardware business which can be greatly helped by organization is the credit business. The average deadbeat after wearing out his credit at one store will commence trading at another store, and so on until he is in debt to them all.

After our organization was completed at Tulsa, we compared notes and found that in a number of cases we all had the same bad accounts on our books. Now, if we are in doubt concerning any account on our books, we discuss the matter at our meetings and thereby inform and protect each other in regard to the same.

We are living in a period of great organization and combination in both capital and labor. The manufacturers have discovered that it is much more profitable to get together and agree on prices and work harmoniously together than to try to drive one another out of business. The laboring men have organized themselves together in their unions, in order to sustain the price of labor. Why should not the retail Hardware merchants get together and work in harmony with each other? There is room for all of us, and the old system of trying to drive a competitor out of business is not the profitable way of doing business.

Harry Mead, Shawnee, in his talk referred to the evil of jobbers selling at retail. He believed the jobber should not knowingly sell at retail; that in reality the jobber was the

best friend the retailer had. He referred to the keen competition in his own city, that all efforts for a time seemed futile. Finally, they were brought together at a supper; they came half-heartedly, and even after supper they were somewhat cold-blooded. However, they warmed up during the course of the evening and soon had an organization started, and everyone was holding some office. The result is, all are now friends and the neighborliness is even carried to the point of borrowing from each other, and, what is an important feature, there is no more price cutting. The speaker stated that in overcoming catalogue house competition, the talk was on quality.

Secretary J. H. Johnstone, Oklahoma City, stated that owing to pressure of business matters, he had been obliged to turn the work over to another several months ago. He advocated a paid official who could give his entire time to the work, increasing the membership, promptly replying to correspondence and representing the organization at the various local associations.

T. T. Eason, Marlow, spoke on "Credits and Collections," following which was a general discussion by the members. The organization at Shawnee has stopped peddling in the streets, have gotten an ordinance through to keep the streets clean, and in a general way they are trying to promote the best interests of the town.

ADVERTISING

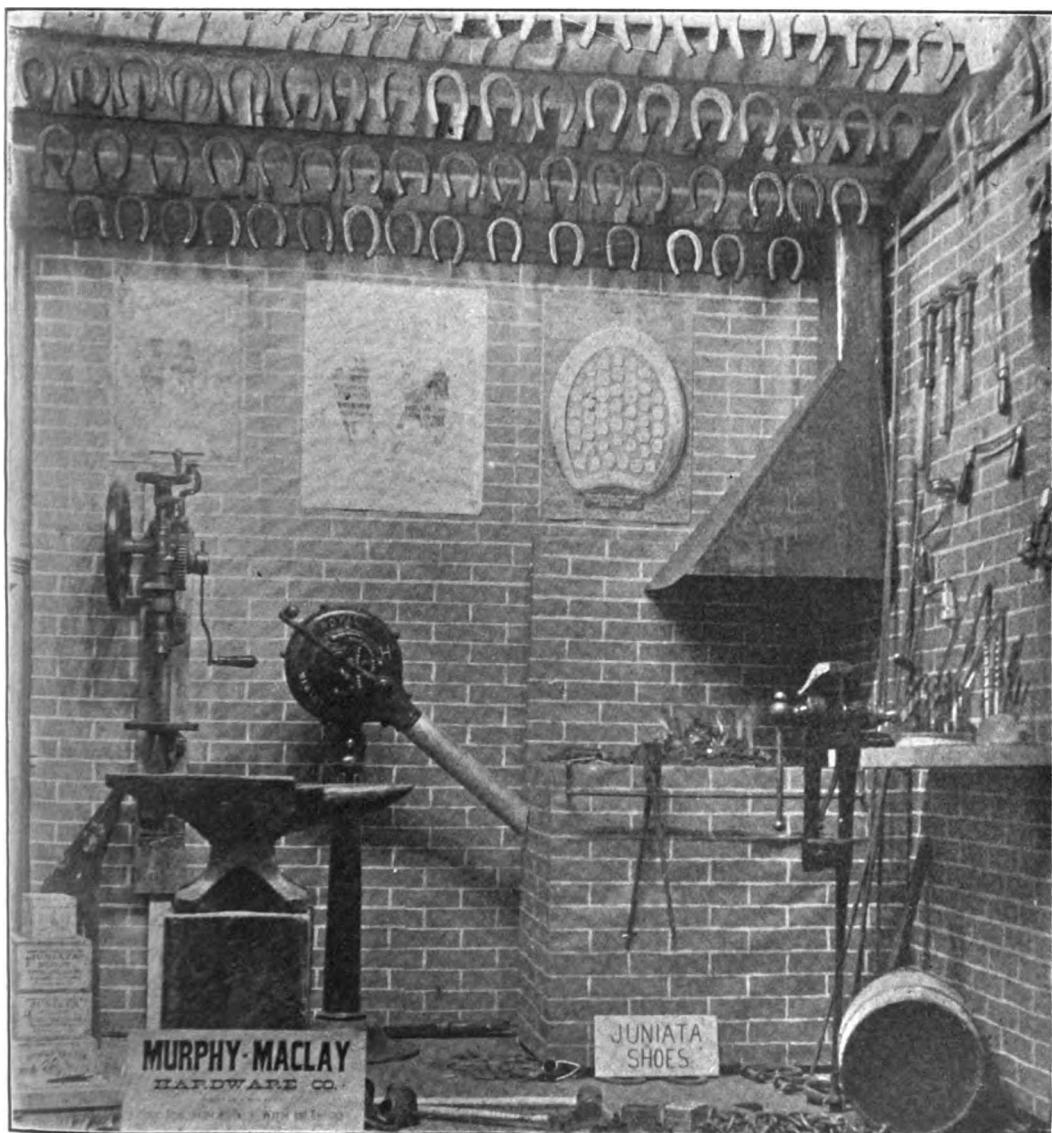
At Perry, Okla., there has been inaugurated a system of advertising which is very effective. The merchants have united on the plan, and on the first Monday in each month they have a Market Day, each one makes a cut on the price of some article, that is advertised, and I understand it has been very successful. The merchants have in this way extended their circle of customers considerably beyond the trade limits of Perry, at least beyond what is known as the trade limits before the putting into execution of the plan.

Mr. Hartwell, of Cushing, said it had been a serious matter to know how to advertise. He had made quite an expenditure in the newspapers and believed the announcements were not read. Most of the farmers in his section are foreigners, so he got out some circulars, obtained a quantity of pretty picture cards and sent a man out with instructions to call on every farmer, and if he was not at home, to see the wife and children, giving the latter the picture cards, and extending a pleasant greeting to all. The plan seems to have interested the farmers.

A Blacksmith Shop Window Display

The Murphy-Maclay Hardware Co., Great Falls, Mont., recently had a window display of Blacksmiths' Tools and Supplies, the main features of which are shown in the accom-

were glued pink and red streamers, together with a few of green color; underneath the coal was concealed a red electric globe to produce the red glow. The streamers were kept in motion by an electric fan inside the

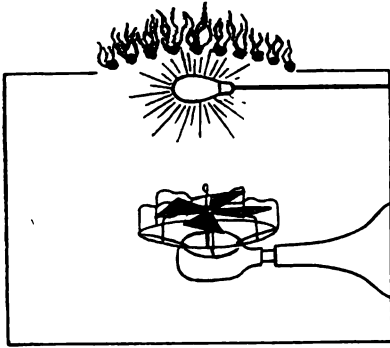


BLACKSMITH SHOP WINDOW DISPLAY BY THE MURPHY-MACLAY HARDWARE CO., GREAT FALLS, MONT.

panying engravings. The feature that attracted attention, and which caused the most favorable comment, was the imitation fire on the forge. This was made by gluing pieces of coal on a screen wire cone; to the coals

forge, as outlined by sketch. While the imitation fire was good in the daytime, in the evening it was almost impossible to distinguish it from the real fire, especially at a short distance. The walls of the "shop" were

covered with red building paper, striped with white paint to imitate brick. On the walls were hung tools commonly used by blacksmiths and wagon makers. On the floor were scattered a miscellaneous assortment of tools and supplies. Horseshoes were hung on the rafters, and over the rafters were laid spokes,



SHOWING DETAILS OF FORGE.

felloes, etc., but the latter are not shown in the illustration. The idea in mind was to reproduce the typical blacksmith shop, and it proved a decided success from every point of view.

A Paint Window Display

The Knapp-Cramer Hardware Co., North Tonawanda, N. Y., recently had an attractive

conceivable use. Second—The freak points are the card which stands out in front of the flag and over the ready mixed paint, which reads, "These colors never run." The pile of old shoes with the card over them, which reads, "Worn out, looking for good paint, they found it here." The balances with a lump of soft coal bronzed over to represent gold, on one side, and a can of paint with a card on, which reads, "Worth its weight in gold," on the other side. Then to the left, an old weather-beaten rough wooden chair half painted with Nukote, and the other half left rough for comparison.

This display has attracted a great deal of attention. The interior of the company's store, since they have had it remodeled, is causing a great deal of favorable comment, and traveling men state it is one of the neatest Hardware stores they have ever seen. People are visiting the store almost every day from different parts of the United States, to see if what the traveling men say about it is true, and they go away satisfied with their trip and very profuse with their praises of the displays.

Show Window Photographs

By B. A. CHAMBEAU.

Often a merchant has a desire to secure a photograph of some particularly attractive window display he has made, but is prevented from carrying it out by the difficulty of getting a clear photo, the reflection sometimes leaving all of the buildings across the street or all of



PAINT WINDOW DISPLAY BY THE KNAPP-CRAMER HARDWARE CO., NORTH TONAWANDA, N. Y.

window display, as shown herewith. The principal points in the display are:

First—It contains a prepared paint for every

the things in the street, and very little of the display in the print.

This objection is overcome in two ways.

One is by raising a screen behind the operator in such a way as to shut from the window any reflection of outside objects. This screen may be a large piece of black cloth stretched on a frame, or it may be a dark-colored moving van drawn up near the curb in front of the window. But the latter is hard to secure, and, where there are very many people passing, it is pretty hard to secure freedom from interruption long enough to do effective work with the screen.

The other, and usually more satisfactory way, is to take the picture at night. The window should be illuminated by strong lights from above the window, inside, and out of range of the camera. These throw the display forward in good shape, bringing out all of the detail, and unless the buildings across the street are too strongly illuminated, there will be no reflection. In case there are any lights across the street, arrangements may usually be easily made to have them turned off for a few moments or shielded.

A Hardware Railroad Locomotive

The San Bernardino Hardware Co., San Bernardino, Cal., who change their window displays quite frequently, made a Hardware window display, forming a locomotive, as illustrated, when the Salt Lake railroad entered California. The display is made up entirely of merchandise sold in the store. The

of wood and a pail of sand. A piece of tin was bent to shape the engineer's cab, in which a round hole was cut and through the opening appeared a doll's head. Over it was placed a card giving the name of a popular local engineer. This feature caused much talk among the railroad men. By using Chinese punk a smoking was kept up all the time and a number of people got so inquisitive as to go into the store and inquire if the display was not really a miniature engine. Unfortunately in the making of the cut the engraver cut off part of the smoke stack so that it gives the engine an appearance as if it had struck a sagging snow shed in the Rocky Mountains.

Soliciting Roof Repairs

Geo. Rome & Co., a progressive retail Hardware firm located at Carnegie, Pa., used a half-page advertisement in a recent issue of a local paper to announce semi-annual inspections of roofs, gutters, spouts, furnaces, etc. They will submit an opinion to owners as to conditions, and where found necessary or advisable for repairs, will submit an estimate. The inspection does not cost the owner of the building anything. A monthly blank is given in which can be checked the month it is desired to have the inspection made. Such a procedure should bring to the concern a great deal of work.



A HARDWARE "LOCOMOTIVE" BY SAN BERNARDINO HARDWARE CO., SAN BERNARDINO, CAL.

boiler is a round heating stove, the funnel is a 4-inch stove pipe, for a cylinder and crank a bar of solder and a pump cylinder did duty. For a carriage lamp a headlight was used, nickel tubing served well as the hand rail, and pipe flanges were used for wheels. A sheet iron camp stove made the tender, and the blacksmith's coal piled on top gave it a realistic appearance. For the track there were utilized two bars of square iron, a few pieces

• Lots of young fellows go into a store to work with the notion that from that time they own half the store. It's a mighty good thing for any man to keep a pretty sharp line drawn in his mind between "mine and thine."

Study the store windows in the nearest large city to you. If you have no business that takes you to the business centers, make it your business to go for the purpose of studying store windows.

Brisk Trade in the Middle West

Perhaps nowhere else in the world does general business prosperity depend directly so much upon the welfare of the farmer, as it does here in the states of Iowa, Nebraska, the Dakotas and Kansas. And, in fact, the entire business interests of the whole country depend in no small measure upon the size of the wheat crop and corn crop, and the price the farmer gets for it.

Four years of big crops, with high prices, has made many of these farmers independent—and has shown itself in the great growth of these gateway cities—Omaha, Sioux City, Kansas City, St. Louis. It's the big crops in sight now that have prevented a panic back there on Wall Street. The promise of another bumper year for these western farmers is undoubtedly the one thing that has kept eastern speculators from loosing their heads entirely. And from conditions now noted, the outlook is for even a better and bigger crop than in 1905, and certainly at high prices.

The Hardware dealers of the smaller farming communities, and the jobbers of these larger centers are being directly benefited by these favorable conditions. No better illustration of this can be found than the rapid growth of Wright & Wilhelmy Co. here in Omaha. This concern is just settling in its new addition, which more than doubles the floor space of the old building—giving Wright & Wilhelmy Co. over 121,000 square feet, all under one roof. The new addition joins the old building, and it is now not a question of what to put in it, but how to get the increased stock into the building. In speaking of this phenomenal growth, W. S. Wright, of the concern, was exceedingly modest, saying nothing of the foresight, business ability and energy of himself and Mr. Wilhelmy, but attributing it all to the growth of the country.

When asked about the great growth of his concern, Mr. Wright said: "The purchasing power of the consumer has increased wonderfully in 10 years—with this enlarged purchasing power has come a greater consumption—with this greater consumption has come a greater demand on the retail merchant for all supplies—he has looked to the jobber to supply this enlarged demand—this we have done—thus has our trade grown.. In 1884 we had a stock of less than \$50,000, now more than \$400,000—there is the whole thing." Wright & Wilhelmy Co. have always given their customers a square deal, supplying them with good, honest trade-building, profit-making merchandise.

Another large Omaha jobbing house is the Lee-Glass-Andreesen Hardware Co. The salesmen from this concern cover all the west-

ern states, and an air of business activity about this big house spoke well for the prosperity of the concern.

A good retail stock is carried by the Johnson Hardware Co., at 1217 Farmon street. Retail trade in Omaha has never been more active than at the present time, an unusually large amount of new building taking place. A number of large buildings now are in course of construction, and a great many dwellings are being erected—these later are, of course, the greatest benefit to the retail merchants.

At 1511 Dodge street is located the up-to-date retail store of Jas. Morton & Son Co., who make a specialty of high grade goods. Business here was said to be very good, and the outlook for fall trade exceedingly encouraging.

An attractive retail store is that of Milton Rogers & Sons Co., located at 1321-23 Farnam street. This is one of Omaha's largest Hardware stores. In addition to general Hardwares, Rogers & Sons Co. carry a very attractive line of cutlery and high-grade shelf goods.

All conditions are most favorable for another good year's business here in Omaha, the "Gateway of the West."
E. I.

Paul S. Carter, 907 Whitehall Building, New York, purchasing agent in the United States for the Government of the Philippine Islands, is desirous of receiving catalogues and discount sheets for the General Receiver of Customs of Santo Domingo. All such sent to Mr. Carter will be forwarded to Santo Domingo.

What About Location?

To the Editor:

I would like to ask through your valuable paper, what the opinion of the Hardware men is in regard to location; if most dealers think that they can get just as much trade if they are located on some back, or side street, as they would get if they were right in the center of business. I would like to hear from dealers who have moved from one to the other, and with what results. I am with a firm that think that they would not get any more trade if they were in the heart of the business district, but I contend that we would get a great deal more trade if we were located where we could catch more of the trade from the ladies, who do not travel much on our street. My experience in the Hardware business has proved to me that there is a good deal to do with the location in regard to the amount of trade one gets on sundries and specialties, which brings in a larger percentage of profit to the dealer than staple goods.
R. O. C.

THE COMPETITION OF CATALOGUE HOUSES

AN IRRITATING FORM OF COMPETITION—SUGGESTIONS ASKED AND GIVEN—HARDWARE AND HOUSE FURNISHING GOODS FORM A GOODLY PERCENTAGE OF MAIL ORDER HOUSE BUSINESS.

Wants Some Suggestions

We have had more trouble within the last year in regard to catalogue houses than ever before, and would like to state right here it is the supposed head man of the town who has a great liking for the Chicago merchants. I have tried my best efforts to interest him in buying at home, but he still keeps buying in Chicago. What would you advise?

ROY C. BENNETT.

Keep Stock Complete and Prices Right

We have never suffered to any extent from catalogue house competition. Very little is received here from them, and we make it our constant study to keep our stock complete and prices right to compete with them. This necessitates, in many lines, our carrying two grades of goods, but ends usually in selling the better quality.

We find people are beginning to feel more and more the want to see the goods before they buy, and we find this a very good argument to use when we strike a customer who is inclined to patronize the catalogue house.

CRANDALL & COON.

One-Eighth of Goods from Catalogue Houses

The catalogue houses are cutting in more of late into our trade.

About one-eighth (we should judge) of the goods received at our freight depot come from catalogue houses.

As to the proportion of money orders issued at our postoffice we can only make a rough estimate—about 20 per cent.

About 80 per cent. of express money orders go to catalogue houses.

About 5 or 10 per cent. sent to these houses through our bank.

We do not understand why we would not stand an even chance if we reached the people with as cheap advertising matter. Still there are some who have an idea they pay one more profit where they buy of a home dealer.

Of the goods the above houses send here the stores and shooting goods amount to as much or more than all other goods sent in.

CURRAN BROS.

Wants a Retailers' Catalogue

Commenting on the last question, I think so. This has been my opinion all along that the Hardware dealers must put out a cata-

logue with prices named at our stores and let the public know we are going to meet their prices. I think such books should be issued by the National Association, furnished to the state associations and by them furnished to members of the associations. It will also help to increase the membership in our associations and make us strong to meet the catalogue houses.

E. JEROME WOODFORD.

A Parcels-Post Would Ruin Country Merchants

The catalogue house business here runs mostly in the stoves, tinware and tool lines. Outside of catalogue house competition we have very little that comes from out of town. About 80 per cent. of the money is sent through postoffice money orders; very few if any express orders are sent, and the balance is sent through the bank or C. O. D. The people who buy from catalogue houses would not believe us, even if we would advertise the same as catalogue houses do, but we would stand an even chance with them if we could give them the prices and could get them to come to our store to see the goods and could explain the situation relative to the goods they intend to buy.

If the parcel post bill should ever pass and become a law it would almost ruin a lot of country merchants; we would lose a lot of tool trade, also small Hardware.

We have explained the situation as near as we can, and hope you can help us in the cause we are jointly interested in.

KULMEN & SIEGRIST HARDWARE Co.

Sells for Cash

In reply to questions propounded:

No. 2. Stoves, washing machines and wire, poultry netting, post-hole diggers.

No. 3. There are quite a number, so the postmaster informed me, but would not state the proportion of money orders to catalogue houses.

No. 5. There are a few drafts issued at the banks here. Bankers state there are not as many as one year ago.

No. 6. I sell for cash and sell on low commission and can meet catalogue prices, same quality of goods considered. Furniture is the principal article that is bought from catalogue houses.

JNO. G. CANNON.

Just Keep Pegging Away

We really have no time to worry about what the catalogue houses or any other houses are doing, we just keep busy, pegging away at our own business, study, worry, advertise and adjust ourselves to the constantly changing situation. We have no fault to find. The railroad station agents tell us that the stove shipments here from catalogue houses and manufacturers are much less than formerly. We beat the range peddlers and catalogue houses from here some years ago. We think we stand more than an even chance on our home territory over any outside concern; at any rate, we shall not acknowledge any defeat just yet. Tell the brethren not to lie down and get faint hearted, but get up and sail in.

We think the catalogue houses a blessing to the fellows who will study their methods, then brace up and fight; it keeps one wide awake, and you win more trade and business.

We send out a large postal card to 1,200 customers each month and get good results.

H. SIXEBY.

We cannot tell how much trade we lose through the catalogue house, but from goods we see and hear of coming from that source we know we loose some trade that way. We watch our freight houses and from what we hear get a good conception of affairs. We do not see why we could not hold the trade that goes away if it were possible to get the advertising matter and the prices to the customers the same as the catalogue house does, but it would seem to us that the trade in any ordinary town was not extensive enough to get at the trade the way they do on account of the expense attached to the advertising end of it. Wherever we can get at a catalogue house customer we always meet their prices.

J. A. ANDREWS & SON.

Country postmasters tell me that from fifty to sixty per cent. of the number and amount of money orders issued at their office are sent to Chicago catalogue houses. I am unable to find out what proportion is sent from our postoffice or banks. My experience is that people do not go to a store to see what they can get these goods for, but take it for granted that they are buying just as cheap as we are. I think perhaps that some of this trade could be saved if we went to the expense of issuing an illustrated catalogue and price list.

JOHN HOLLY BRADISH.

Working Through a Merchants' Association

From our observation possibly ten per cent. of the amount of Hardware sold is being

shipped in by catalogue houses. We do not think that it has affected our trade as much as it has some of the small country dealers. We have tried for the past year to advertise in such a way as to cut off this outside competition.

In this city we have just lately organized a Merchants' Association, as we think unitedly we can accomplish more by getting at our customers in a systematic manner both in advertising and in making an educational campaign looking toward the curtailing of sending money to catalogue houses.

We find that during the past two weeks there arrived at our two depots 160 separate shipments from catalogue houses and premium houses such as soap manufacturers, etc. Having the names of these people, we intend sending them advertising matter touching the question of patronizing their home dealers, etc., and we hope by our united action to be able to accomplish more than we have heretofore.

SCHLAFFER HARDWARE CO.

The Jobber Wants Too High Prices

The catalogue houses do quite a business in the territory, and I fully believe a great change would be brought about if the jobber would do his part by the retailer. Catalogue houses sell mainly seconds, which are bought far below the prices of firsts, but how many jobbers ever offer to the retailers any seconds; if they get them they sell to us at the regular price. The jobbers are getting better profits than the retailers. The catalogue house sells a fairly good stock for say, \$12 to \$14. The store man comes along and the nearest thing he has to it is \$16 to \$20; of course, his store may be better, but why don't they make some of the same quality and price. You put the retailer in position to buy as cheap as the catalogue house, and we will have no trouble in holding our trade. Take for instance an 8-inch hasp and staple, the catalogue house ask 2 cents each, or 18 cents a dozen. Give the jobber his way and he will ask from 20 to 25 cents a dozen. The jobber will sell a keg of nails at a profit of 5 cents, turn around and ask \$2.75 per dozen for goods that cost him \$2.00 and less. Put us in position to buy right and we can hold our trade.

C. C. DAY.

I can figure 20 per cent. of my share of the business is ordered through mail order houses, consisting mostly of stoves, carpenter and blacksmith tools. There is very little ordered by express, most all by freight. Most of the remittances are made through postal money orders; none through bank.

HENRY BRUNS.

The Jobbers' Competition Causes Worry

I am not worrying about the competition of catalogue houses as much as the jobber or some of them, who sell us and then slip around and sell to our customers and not only do that, but cut the price to our larger customers under the one at which they sell the retailers. This is not only putting the retailers at a big disadvantage, but also diminishes the whole-sale price and a cut one at that to a large number of people who should not, under any circumstances, know what that price is.

I have had no trouble with my trade, or such of it as it is possible to reach, to meet the catalogue house price and land the business, but with the unfair wholesalers and their duplicity, it is a different proposition and one exceedingly hard to handle.

O. L. SHEPHERD.

Manufacturers Selling Direct to Consumers

The catalogue houses selling direct to the consumers affects my trade. It is very annoying, and it is not altogether the goods they sell, but the goods we are compelled to sell at ruinously low prices to hold our trade. Just at the present time we have more trouble in the stove line as this seems to be an easy line for them to sell. We are not bothered to any great extent from the catalogue house selling staples, such as barb wire, nails, etc., but in the fencing line we have a great many manufacturers to fight, who sell direct to the consumer, and if they quote a dealer a price at all it will in some cases be higher than they quote the consumer and I have known cases where they informed the dealer they did not want his trade at all.

People who order goods from these catalogue houses are very sly about it and don't very much like for the home dealer to know of it as it is very often they owe Mr. Dealer, and know very well they are sending money away that by rights belongs to him.

As to the matter of advertising, I believe in doing a liberal amount of it, but the ordinary merchant cannot offer the great variety of goods that are offered by the catalogue houses. Very many times our advertisements do not have the effect desired of bringing people in to see the goods as I had an advertisement in my home paper last week which I made as attractive as I could and called the public attention to the fact that I had a very large stock of a popular farm fence, of course, giving the name of it and explaining the good qualities of same which really did create a desire among some of the farmers to possess some of it, for one man, living about twenty miles from me, wrote to see how cheap he

could buy it, and I am satisfied he will use my price to make his home dealer sell as low or lower.

While another party, who lives only three miles from me is in town on an average of three days out of seven, comes in my place almost every time he is in town. Warms himself by my fire, spits on my floor (or the stove), takes advantage of every free gift I have, and if out of money at the time, buys a few goods on credit, and is never in a hurry to pay, and then, maybe, the pay will be in something that had to be sown and harvested six months after he procured the goods; he is the wise man, he knows where the factory is located that I bought the fencing of, because he got their address off of their shipping tag the last time he was in town. He also found out all we knew about the fence and just why, it was the particular fence he needed; he it was who wrote the factory for their lowest prices and as they happen to be a concern, who do not sell, the customer referred him to me. These things very often cause manufacturers and jobbers in our line to think the average dealer is not as good a salesman as they would be were they in his place. The country merchant to-day, who can keep going and do a reasonably profitable business is to be praised, and not condemned. When it looks as if everything was working against him and the thought of the parcel post makes me shudder. I think I am safe in saying the catalogues of the catalogue houses are studied day and night more than any other book in circulation; from the children just learning to read to the oldest member in the family, they all find something they want and must have, and if they were absolutely sure just what the postage would be, they would order at once while they were in the notion, but as it must come by freight or express, they would have that to pay in addition to the cost of the goods. They wait until they go to town and see Mr. Home Dealer, get his prices on the goods, add the freight to same, and they find the price delivered over the counter as low and many times lower than the article would cost them from the catalogue house. Therefore the injustice of the parcel post to the retail merchant; he would not have even a fighting chance in a great many cases.

E. A. MARTIN.

There is quite a lot of catalogue house trade comes here, and, of course, a certain portion of it is in our line. What advertising we do is done through our local papers, and we have discussed to some extent through the paper in a fair, candid way, and while conceding to every one the privilege of trading where they

prefer, we have tried to point out what would be the probable consequence if all should send to the catalogue house for all their supplies, or even one-half of them.

Stop Croaking About Competition

I have given the subject of catalogue house competition considerable thought, and have read a number of articles on this subject by men who are competent to write on the question. It would be hard to give a correct estimate of the volume of business done or the proportion of our line coming into this vicinity from the mail order houses. Our stove and implement lines seem to be the greatest sufferers from this competition, but in my judgment it has reached the maximum, and should be decreased if the local retail dealers would make the proper effort to educate the people, and meet this competition in the right way.

The express agent here tells me that not over 10 per cent. of his express money orders go to the mail order houses. The postoffice money order proposition is hard to determine on account of the officials refusing to give out information. From reliable sources and personal investigation would say that probably one-half of the money orders issued from the local postoffice go to the catalogue house or "direct to the consumer" manufacturers. This county has practically complete free delivery of mail, there being thirty-two rural routes in the county, and through this channel the money order business is very large. In fact we believe that the rural mail delivery is one of the most important factors in the success of the catalogue houses.

There are quite a number of remittances going through the banks, but not so many as through the postoffice.

The last question you ask touches the vital point, as we firmly believe that with as effective advertising and with right prices this competition can be reduced to a minimum. The trade of this community rightfully belongs to the local merchants, and can be largely controlled by them with a concentrated effort rightly directed. The masses are looking for bargains, we should be supplying them, we should cater to the popular demand. We are offering every day some better bargains than the catalogue house has on same goods, but from some cause we fail to get it before the buyer in that way.

SMALL MERCHANTS NOT GOOD ADVERTISERS

The small city merchants, as a rule, are not good advertisers, or rather do not study the advertising proposition intelligently, in all its details. They cannot employ an expert advertiser, who makes this his special study. The catalogue house has the investment and

volume of business behind it to afford the most expensive system of advertising. Yet their volume of business is on articles that any legitimate retail dealer can duplicate and make a good profit if he would bring the fact to the attention of buyers in as forceful a manner as the catalogue house.

If all the merchants in the smaller cities and towns would do more judicious and direct advertising without croaking about the competition results accomplished would surprise them. The more we mention them and talk about them to buyers the more free advertising the catalogue house gets. For my part, we ignore them in our advertising, and never mention them in our daily business affairs unless compelled to do so to defend our goods.

The catalogue houses do not sell so cheaply as the customer is led to believe, and in the long run the local merchant can undersell them. The whole secret of their low prices is cheap and inferior goods. Standard articles are often quoted by them at cost or even below, but this is offset by the profit made on the article "just as good."

Ignorance on the part of the consumer induces him to buy of the catalogue house. Their seemingly cheap prices attract, but the obviously cheap goods, in our judgment, will soon react against it.

If we are to overcome this competition we must avail ourselves of the power of modern advertising. We must advertise right, not in a mechanical hit-or-miss manner. We must let the people know who we are, what we have to sell, and the merits of the goods we have to offer; we must get into line, and fight until we reach the goal of success.

W. S. RITCHIE.

No Use to Argue With Some Customers

I don't find it any use to argue with a customer. If you win the argument you offend the man and so lose him anyway, as no man likes to be argued down. It is a difficult matter to advertise a class of goods to correspond in quality and price with the catalogue house as we have not their goods for comparison, and if we advertise anything we are here and have to make good. At an even price we would stand the best chance to get the trade with some, while there are others who enjoy the novelty of sending away for goods. They feel as though they were doing business, and there is a little spirit of adventure about it, and gives them a feeling of independence and sophistication, so to speak. People who would hardly dare to go to the store in the city and buy a stove on their independent judgment will order from a catalogue.

W. L. COLLINS & Co.

Only the First Stage of Business Paralysis

We are as yet only in the first stage of business paralysis from catalogue house competition, so what we feel now is no criterion of what we will be five years from now.

Owing to this being a new country and rapidly opening up, cannot say how much business we lose, but two years ago a few packages a week from these houses was all. Now every train unloads some. I should judge one-fifth of the business done here is done by these houses.

The postoffice being in a general store but few orders are purchased there. Am unable to get authentic figures from express company, as their agent holds stock in one of these houses and tries to throw business their way.

Quite a few customers that buy of catalogue houses pay in individual checks.

To the last question: Yes, on an even footing we could compete with them. I cannot say how we could reach such a standing, but if a catalogue could be issued covering all lines as theirs, that could be issued in merchants' names and the same means used in ordering—only that order should be placed with home merchant, the home merchant to send to any of the jobbing houses with which he dealt with, cash accompanying same as to a catalogue house and the home merchant to be allowed a percentage on the order, even though it be small. This could be given and should reach a respectable percentage through saving in getting business in this manner. Thus a jobbing association would have to have a genuine catalogue house bigger and better than the best, and I don't see how the palmiest mail order house in the country could have business enough after five years of this to even hold up their heads.

J. H. BOYCE.

A "Catalogue House" Store in a Store

We have been considering how best to overcome catalogue and "cheap John" store competition. We do a general Hardware and lumber business in a country town of about 1,000 and would like to ask the question—if it would be possible for us to successfully combat this competition by fitting up a room by itself (say upstairs) and fill same up with a cheaper class of stoves, tinware, granite ware, etc., or, in other words, make it a store by itself of all the cheaper grades of goods and make the prices so low that a 5 and 10-cent store or catalogue house's prices couldn't touch them. This would mean spot cash in that department; no goods taken back or exchanged, the same as they would be asked to do with the catalogue house. Of course it is

understood that your clerks sell the better goods that net a profit, where it is possible.

EDON HARDWARE CO.

I should judge about one-half of the Hardware business went to these houses.

W. H. SHIRLEY.

Retail Hardware Merchants' Competition

We cannot refrain from giving our opinion and what we think would be much help to the retail Hardware merchants generally as to competition of the mail order houses, which is greater by far than home competition.

Manufacturers and jobbers must do their part, and that is: do the business on smaller margin of profit; also lessen their expense so that the retailer can meet (with some class of goods) this competition.

The writer sees no other way to overcome this competition only by meeting them with their own catalogue prices and goods, which he cannot generally do where in a great many cases the catalogue price is same (or less) than the retailer is obliged to pay; showing plainly that the manufacturers are asking more of the jobbers, of the jobber asks too much profit, which must be the case and is in a great many instances. We know of some that the manufacturer and jobber each get more per cent. profit in a wholesale or large lot than the retailer gets per cent. retailing out in single article, wearing out, as it were, more shoe leather than the profit amounts to. We hold; therefore, the maker, jobber and retailer must work in harmony. Neither must sell the catalogue house. Those that do and expect trade on their lines should make arbitrary selling price on rebate plan, and not as some do, hold up the jobber in that manner and let the catalogue houses do as they please. This is shown to us right along on the same article, which the jobbers claim is an arbitrary price to them, but not so to the retail jobber catalogue houses, as they not only catalogue at a lower price, but furnish the goods at the lower price.

We wish to conclude by saying that some claim the quality inferior, but we find they furnish what they claim generally (some cases excepted). Most cases the same goods; in some cases just as good.

The manufacturer who enters into competition with goods made by or for these mail order houses should, we think, be able and willing at least to make prices so that the retailer could meet their figures on some class of goods. The manufacturer and jobber should make a living profit, but the retailer should not be expected to live on wind only.

GEO. J. HOOSE.

THE EXPENSE ACCOUNT OF THE STORE

KNOWLEDGE OF COST OF DOING BUSINESS VERY ESSENTIAL—WHAT EXPENDITURES SHOULD BE INCLUDED—VARIOUS METHODS PURSUED TO GET AT THE PERCENTAGE OF DOING BUSINESS—MANY PRACTICAL VIEWS.

Sound Views of Experienced Merchant

I have read the articles on expense account in recent issues. It seems to me that all parties are beating around the bush on the expense question, either intentionally or without thinking as to what constitutes expense. Why one man should add freight as expense any more than he should charge merchandise to expense is beyond my knowledge of the word expense. He is a twin brother of the man who does not charge salary for himself or rent for his store because he owns it. Our system is to have a merchandise account, freight account and expense account. All items (including salary for myself) not strictly for goods and freight are charged to expense account, and I find in twenty years' business the expense has averaged 17 per cent. of gross sales. I am satisfied in my own mind that a retail merchant in a small town cannot do business on a per cent. less than quoted above.

JOHN SPINSTERSBACH.

Results of a Year's Business

In giving expression to our experience in the way of expense in running a Hardware business, we submit the figures shown from our business records ending with December 31, 1905. They are as follows:

Our gross per cent. of profit on sales was 27.3-5 per cent.

Our net per cent. of profit on sales was 7.3-5 per cent.

Per cent. of expense to gross sales (not including the item of freight), but including the salaries of two partners, was 12.2-5 per cent.

Freight expense as compared to gross sales was 6.2-5 per cent.

Wear and tear on tools and fixtures and bad accounts charged off, as to gross sales, amounted to 1.1-5 per cent., making a total of 20 per cent., which covers every item of expense for the year.

We figure that freight should be counted as merchandise, in which case our net expense on each dollar's worth of goods sold during 1905 was 13.3-5 per cent.

We handle coal in connection with our other business, and about one-half of our freight expense is on coal.

RUSSELL & GRADOLPH.

Get Business; Expenses Won't Worry

I have been much interested in the discussion of the Expense Account among the Hardware dealers, and in my opinion it should be watched very closely, the better enabling us to distinguish necessary expenses from those which are unnecessary.

I do not hesitate in expense if it will bring the business.

It is results that count, and if certain expenditures, whether in clerk hire, display fixtures, advertising, or otherwise, don't bring proper results, hunt out the cause and remove it, or try a different plan—but get the business coming, as a large increase of business can be handled with a small increase of expense.

If you can get the business the expense account won't need to worry you. I would suggest spending two or three hours each week studying the expense account, arranging of the display of goods all through the store, and the problem of advertising; then act. The results at the end of a year will astonish anyone.

W. A. HOSSACK.

Freight Should Not Be Added

Our expense last year was 15 per cent. of total sales. But the per cent. will vary in different years. Some years we do more business than others with the same expense, such as rent, taxes, insurance, light, fuel, salaries, etc. We think the proprietor's salary should be added to expense, same as the clerks, but we don't think freight should be added. We think merchants are few and far between who run their business at an expense of 10 per cent. They don't need any attention.

RICO HARDWARE CO.

Cost of Collections Nearly That of Selling

To know what it costs to do business is one of the most essential things for a business man to know. It is impossible to tell exactly just what it does cost. It costs us about 12½ per cent.; if the cost is over 15 per cent. there is something wrong. A large credit business increases the cost of doing business. It seems to us sometime when collections are hard that it costs nearly as much to collect the accounts as it does to sell the goods in the first place; in fact, we are considering very seriously of putting the business on a cash basis.

HALE & REYNOLDS HARDWARE & SUPPLY CO.

The average for the past ten years has been about 12 per cent., it varies each year. It requires much attention to keep this item where it should be.

HAVERLY BROS.

It depends much on the class of goods handled. I make a specialty of nickel-plated ware, cutlery, house furnishings, sewing machines, tools, etc. My expense will average 20 per cent. or more, but I handle as far as possible goods with a good margin of profit, and cut out as much as possible those that will afford only a small profit. My net profit is nearly as great as many dealers whose sales are larger. It seems to me it is hard to compare percentage of expense when the lines are so varied.

GEO. W. LEEDLE.

Average 12 to 14 Per Cent.

I have read the article in the MAGAZINE in regard to expense accounts. I think as some of them do that conditions vary much, due the size of town. I am located in a small town of 500 inhabitants. Here the expense would be low, but the volume of business would still be in like proportion. My expenses have averaged from 12 to 14 per cent. a year for a period of 16 years.

GEO. W. BIEBER.

Our expense account for last year was 13 per cent. of gross sales. It would vary, we believe, so that no definite amount could be stated year in and year out, as same expense would be incurred with exception of freight if increase or decrease of business was done, but think 12 to 15 per cent. would be conservative to figure upon. We consider about 15 per cent. to be our expense. Freight is figured in expenses.

CONNECTICUT.

Expenses of Every Kind Should be Charged

We charge to expense the salaries of the firm, rent, taxes, insurance, all supplies of every kind bought for the store, including new show cases, etc.

In addition to the expense account we carry the following ledger accounts: Payroll, freight, cartage, postage, traveling, advertising, team and interest. All these are included in estimating the total expense or cost of doing business.

While we do not figure bad debts as part of the expense, an allowance must be made to cover these when estimating the profit. No matter what theories one may have in regard to the expense account, all of the above items must be paid out of the profit. In many kinds of business these will figure 20 per cent. or more of the total sales.

The point that we consider in marking our

goods is that if \$100 worth of goods are sold at a profit of 5 per cent. another \$100 worth must be sold at a profit of 35 per cent. to make an average of 20 per cent.

HARDWARE DEALER.

The question of store expense, "or any other," is surely one that needs the "watchful eye," and the per cent. on gross amount of business differs so much that I hardly see a way to figure on my business, so as to assist my neighbor materially. Each must use his best judgment more on this question perhaps than any other pertaining to the business and financial success. Expense is the ballast of which so many of us are overloaded, and unless lightened at an early day will surely sink the business. We think never less than 10 per cent. and oftentimes more should be added for expense.

O. K. BALES.

Hit His Crazy Bone

In bringing up this matter of expense account you have hit us on our crazy bone, for I think every Hardware dealer has rather dodged that subject. It is one he cannot handle, as his good sense tells him he should. I know this to be true in my own case, and other dealers with whom I have conversed are of the same opinion.

The proportion of expense in all stores, beyond doubt, is too large, which, of course, cuts down the profit. Where are the leaks? I believe one to be the tin shop, especially where several men are employed. We find it a hard matter to know just what the shop is doing, although we try to have a system in that as good as in our office work.

There is one other place about a Hardware store where there can be quite an item of expense, that is the barn, if you keep several delivery rigs. Look well after the barn expense, and select men for that work with as much care as you do in your office or behind your counter.

Then again, we have the loss from poor accounts. They are always with us if we do a credit business. This is, however, our own fault, and I for one have learned to say "No" when there are any doubts as to the parties being worthy of credit, and I sincerely hope every Hardware man that reads this article will quit being beaten out of his goods. They are not the kind of stuff that will rot or deteriorate to any great extent if left on the shelf, and we do not have to put them out indiscriminately.

There are many other things which enter into this important matter of expense, and it

would be a very hard thing to say what the percentage should be, unless all the conditions were taken into account, but this we do know, it should not exceed 10 per cent., if we figure on a profit of 25 per cent., leaving us a net profit of 15 per cent.

W. A. TOWNES.

We are satisfied that the expense account is one of the principal and most important subjects to the Hardware dealer. The amount of help employed should correspond to the amount of patronage the store enjoys, also with some of us how to keep our tinner busy during the dull season, the style of building one is located in and the amount of fuel required to keep the building comfortable in all kinds of weather. All these are circumstances which bear directly on this subject. We would consider ourselves fortunate to carry on our business at an expense of 15 per cent. of the gross receipts.

MILROY & JOHNSON.

No Two Merchants Figure on Same Basis

The subject under consideration seems to the writer is one of which there can be many views taken. As to the expense of doing business, it is my opinion that no two merchants can figure upon the same basis, and expense for the retailer must be partly guesswork.

As to keeping expenses down, there are many ways of doing this, and it is a question that each individual must work out for himself.

As to the keeping up of profits, I think that every dealer in the country will agree that this is a hard problem. None of us reduce our profit to a narrow margin of our own free will, except it be that we have been getting too large a profit on some certain article. The fact is that unfair competition reduces the profit and there is no way of preventing this except that we adopt the old motto, "Do unto others as you would be done by." The motto adopted by many of us to-day is "Do the other fellow before he does you."

I think a great many of us—manufacturers, jobbers and retailers—are too anxious to reach out beyond our own territory and quote low prices, thinking that whatever business we get in this way is all clear gain and we can afford to do it for a small margin of profit. We forget that the other fellow whose territory we hit can come over into our territory and pay us back in our own coin.

Pushing one's business is not to be condemned, to be sure; but pushing it at illegitimate profit, as we have seen demonstrated by some catalogue houses, causes disturbance wherever these quotations reach and we retail dealers who condemn the catalogue houses for

coming into our territory with cut prices I fear sometimes go over into our neighbor's territory and cut prices, not quite to the extent that catalogue houses do, but enough to create disturbance in the local market.

I wish that we might depend more upon the quality of our goods, the courtesy of our salesmen and the full assortment to be selected from to draw people to our stores, rather than to depend upon low prices to effect this end. This is reasonable, and the dealer who keeps his stock up has courteous salesmen, makes fair prices, advertises legitimately for business and treats his customers as they should be treated will find his business increasing and his profits satisfactory at the end of the year. He need not worry about his expenses if he does all this and sells goods at a legitimate margin of profit.

A. H. ABBE.

Does Not Believe in a Stipulated Amount

We find that 13 per cent. covers our expense account. This includes every item of expense; not a salary for ourselves. Local conditions enter largely into this question, competition, etc. If a dealer uses a mailing list regularly his postage account is considerable. Perhaps the matter he mails is not conducive to trade and does no good. Avoid knocking even on a catalogue house. Be fair in order to get fair treatment. We do not believe in a stipulated amount for expense. Don't be tight; make your expense account pay you a good profit, but all the time be careful, and it won't run away from you.

E. R. LOCKWOOD.

I keep a detailed account of all business. The expense account, not including my own services, was 12½ per cent. of the business during the period of 1900-1905. Freight is not figured as expense.

A. DUENWEG.

Almost Impossible to Make a Profit on Nails.

I do not think that it is hardly possible for a Hardware merchant to do business on less than 20 per cent., including his salary. I think that in the expense account should be added a reasonable salary for the merchant. You so often hear the remark made that a dealer has bought nails on a \$2 base, and is selling them at \$2.10, that he is making 10 cents profit on them, while the truth of the matter is, I believe, that he is losing five cents on every keg, for it is almost impossible to handle nails, when you consider the delivery, for less than 15 cents on a keg. I think that on the whole 20 per cent. is about the figure to go by.

O. J. DARLING Co.

Bulletin of New Dealers

(REQUESTS FOR CATALOGUES AND INFORMATION.)

Special reports have been received at the office of the **HARDWARE DEALERS' MAGAZINE** from the following new dealers (or change in style of firms) since last bulletin, stating the goods which they handle or expect to handle. These reports are sent to us direct from the dealers themselves, and are therefore reliable. They want the latest catalogues, special circulars or price-lists relating to the classes of goods they handle. The numbers indicate classes of goods handled.

1 Builders' Hardware	12 Guns and Ammunition	24 Cabinet Hardware	35 Belting
2 Machinists' Tools	13 Building Papers	25 Horse Shoes	36 Lawn Mowers
3 Carpenters' Tools	14 General Hardware	26 Plasterers' Tools	37 Lamps
4 Cutlery & Plated Ware	15 Electrical Supplies	27 Paints and Oils	38 Oil Stoves
5 Tinware	17 Factory Supplies	28 Glass and Putty	39 Stationers' Hardware
6 Woodenware	18 Stoves and Ranges	29 Blacksmiths' Supplies	40 Refrigerators
7 Rope and Twine	19 Furnaces	30 Fishing Tackle	41 Shoe Nails, Soles, etc.
8 Pumps	20 Saddlery Hardware	31 Sporting Goods	42 Wood Mantels, etc.
9 Agricultural Goods	21 Vehicles	32 Butchers' Tools	43 Plumbers' Supplies
10 Bicycles	22 Lead and Iron Pipe	33 Hose	44 Steam Fitters' Supplies
11 House Furnishings	23 Tin Plate and Metals	34 Weather Strip	45 Yacht & Boat Hardware

Alabama

FLORENCE: Goode-O'steen Hardware Co.
Retail (opened new store), 1 to 9, 12, 13, 14,
17, 18, 20, 22 to 37, 41, 44.

Arizona

PRESCOTT: Arizona Mine Supply Co.
Wholesale and retail (succeeded Brown
Bros.), 1, 2, 3, 7, 8, 13, 15, 18, 22, 23, 25,
27, 28, 29, 33, 35, 37, 38, 40, 44.

Arkansas

BERRYVILLE: Walker Hardware Co.
Retail (formerly G. W. Walker & Sons), 1
to 14, 18, 20 to 23, 25 to 31, 33, 35 to 38,
40, 41, 43.

California

LOS ANGELES: Boothe-Max Hardware Co.
Retail (opened new store), 1 to 7, 10, 11, 12,
14, 15, 18, 22, 23, 24, 26, 27, 28, 30 to 33,
36, 38, 40, 43.

LOS ANGELES: Cass-Smurr-Damerel Co.
Wholesale and retail (consolidation of Cass
& Smurr Store Co. and Cass-Damerel
Hardware Co.), 1 to 7, 10, 12, 13, 14,
18, 19, 22, 24, 26, 30 to 34, 36, 38, 40, 43,
44.

SAN FRANCISCO: C. H. Philpott, 135 Fifth
street.
Retail (opened new store), 1 to 5, 7, 12, 13,
14, 18, 24, 26, 36.

Connecticut

BRIDGEPORT: Hawley Hardware Co.
Wholesale and retail (formerly C. W. Haw-
ley), 1 to 4, 7, 8, 9, 12, 13, 14, 17, 26, 28,
32 to 36, 43.

Florida

LEESBURG: Watts Hardware Co.
Retail (bought out J. H. Hanson) 1, 3 to 7,
12, 14, 18, 22, 27, 30, 37, 38, 41, 43.

Illinois

CARLINVILLE: C. F. Barrick & Co.
Retail (added hardware).

FERRIS: J. W. Richards.
Retail (succeeded James Whewell) 1, 3, 5,
7, 8, 12, 14, 18, 20, 22, 36, 38.

MT. CARROLL: Adam Fulrath.
Retail (succeeded Otto Jensen), 1 to 10, 12,
14, 18, 20 to 23, 25, 26, 29, 30, 32, 35, 36,
38 to 42.

ROCKTON: C. E. Phelps.
Retail (formerly Phelps-Collins Co.), 1, 3 to
8, 12, 14, 18 to 22, 27, 28, 34, 36, 38, 40,
41.

WASHINGTON: Charles E. Hebb & Co.
Retail (succeeded E. G. Chaffer & Co.), 1, 3,
4, 5, 7, 8, 9, 12, 13, 14, 18 to 23, 27, 28, 33,
35, 36, 38, 40, 43.

Indiana

MARION: Brown-Williams Co.
Retail (consolidation of Williams & Son &
W. A. Brown), 1 to 10, 12, 13, 14, 17 to
36, 38, 41.

Iowa

ANTHON: Griffen & Menter.
Retail (formerly Myers & Menter), 1, 3 to
10, 14, 18, 19, 21, 22, 23, 25 to 28, 30, 33,
35, 36, 38, 40, 43.

DYERSVILLE: May Bros. & Forkenbrock
Co.
Retail (formerly May Bros.), 1 to 8, 10, 12,
14, 18, 19, 20, 22 to 31, 33 to 44.

MANCHESTER: Hutchinson & Atwater.
Retail (formerly Simon & Atwater), 1 to 5,
7, 11, 12, 14, 18, 19, 22 to 26, 28 to 36,
38 to 41, 43, 44.

WEST SIDE: Suhr & Boack.
Retail (formerly Suhr & Sons), 1 to 12, 14,
18 to 24, 26, 27, 28, 30, 33, 35, 36, 38, 40,
41, 43, 44.

Kentucky

BOWLING GREEN: Miller-Rogers Hardware Co.

Retail (formerly Miller & Harris), 1 to 8, 10, 11, 12, 14, 18, 19, 21, 25 to 34, 36, 37, 41.

PADUCAH: L. W. Henneberger Co.

Wholesale and retail (bought retail department of Scott Hardware Co.), 1 to 8, 10, 12, 13, 14, 17, 18, 24, 26, 30 to 36, 38, 40, 42.

Michigan

GRAND RAPIDS: Heth Bros., 917 So. Division Street.

Retail (succeeded D. E. Lozier), 1 to 5, 7, 8, 11, 13, 14, 17, 19, 22, 23, 26, 27, 28, 33, 34, 36.

Mississippi

GULFPORT: Poythess Hardware Co.

Wholesale and retail (succeeded Meyer-Neville Hardware Co.), 1 to 12, 14, 15, 18, 19, 22, 23, 25 to 33, 36 to 42, 44, 45.

Missouri

APPLETON CITY: Luchsinger Mercantile Co.

Retail (formerly Adam Luchsinger), 1, 3 to 12, 14, 18 to 23, 25, 26, 28, 30, 33 to 38, 40, 41.

NEOSHO: Briggs Hardware Co.

Wholesale and retail (formerly Briggs-Centers Hardware Co.), 1, 3 to 9, 12, 13, 14, 18, 21, 22, 23, 25, 26, 29, 30, 36, 38, 40, 41.

NORBORNE: Belt. Bros. & Shifferdecker.

Retail (succeeded R. W. Backenstoe), 1 to 5, 7, 8, 9, 12, 14, 18, 21, 22, 23, 26, 30, 31, 33, 36, 38, 44.

ST. JOSEPH: Parrish-Erickson Hardware, Furniture and Carpet Co.

Retail (formerly Parrish-Erickson Hardware Co.), 1 to 5, 7, 10, 14, 18, 24, 26, 32, 33, 34, 36, 38, 40.

SALEM: Martin-Dent Mercantile Co.

Retail (formerly Martin-Dent Hardware Co.) 1 to 8, 10, 12, 13, 14, 18, 22 to 29, 34, 36 to 41.

Nebraska

COZAD: Robertson Furniture & Hardware Co.

Retail (formerly W. Robertson & Co.), 1 to 7, 10, 11, 12, 14, 18, 23, 25 to 28, 31, 36, 37, 38, 40.

HUMPHREY: Humphrey Hardware & Implement Co.

Retail (succeeded H. J. Bruenig), 1 to 7, 9 to 12, 14, 15, 18 to 23, 26, 27, 29, 31 to 38, 40.

PAWNEE CITY: C. W. Simon.

Retail (succeeded C. A. Nevins), 1 to 7, 10,

11, 12, 14, 17, 18, 19, 22, 23, 24, 26, 27, 29 to 41, 43, 44.

New York

BROOKLYN: S. H. Kinney Co., 1445 Flatbush Avenue.

Retail (succeeded A. F. Lundblom), 1, 3 to 7, 9, 10, 13, 14, 15, 24, 26, 27, 30 to 34, 36, 37, 38, 40, 41, 43, 45.

CLYDE: Geo. S. Bliss.

Retail (formerly Bliss & Compson), 1 to 14, 18, 19, 20, 22, 23, 25 to 38, 40, 41, 43, 44.

DOBBS FERRY: Mrs. Sarah C. Ackerman.

Wholesale and retail (formerly S. M. Ackerman), 1, 3 to 7, 9, 10, 12, 13, 14, 17, 18, 26, 27, 28, 30, 33, 34, 36, 37, 38.

MERIDIAN: J. S. Banker Hardware Co.

Retail (bought out W. E. Daboll), 1 to 10, 12 to 15, 18, 19, 20, 22, 23, 26, 27, 28, 30, 31, 32, 36, 37, 38, 41, 43, 45.

RED HOOK: J. A. Curtiss.

Retail (formerly Curtiss & Van de Bogart).

WHITNEY'S POINT: P. H. Landers.

Retail (succeeded J. J. Johnson & Sons), 1 to 9, 13, 14, 18, 19, 22, 23, 26, 27, 28, 30 to 36, 38, 40 to 44.

WINDSOR: B. S. Anderson.

Retail (opened new store), 5 to 8, 10, 12, 14, 22, 29, 30, 31, 33, 36, 37, 38, 41, 44.

WOODHULL: Walter A. Smith.

Retail (succeeded E. H. Mason) 1 to 10, 12, 13, 14, 18, 19, 20, 22, 23, 25, 27, 28, 29, 34 to 38, 41.

North Carolina

MARION: Troutman & Hyams.

Wholesale and retail (succeeded J. S. Dy-sart), 1 to 9, 12 to 18, 20 to 33, 35 to 41, 43, 44.

North Dakota

McVILLE: Halverson & Peterson Bros.

Retail (opened new store), 1 to 8, 10, 11, 12, 14, 18, 19, 20, 22, 23, 24, 26 to 44.

Ohio

CINCINNATI: Reuter-Schillinger Hardware Co.

Wholesale and retail (succeeded Rendigs Hardware Co.), 1 to 10, 13, 14, 17, 23, 27, 29, 30, 31, 33, 34, 36, 41.

COLUMBUS: O'Neill Hardware Co., 1050 Mt. Vernon Avenue.

Retail (opened new store), 1 to 8, 11, 13, 14, 15, 18, 22, 25, 27, 28, 30, 33, 34, 36, 41.

CORTLAND: Faunce Hardware Co.

Retail (formerly J. H. Faunce), 1 to 5, 7, 8, 9, 12, 13, 14, 18 to 23, 24 to 30, 32, 33, 36, 38, 40 to 44.

DEFIANCE: W. V. Hutchins & Son.

Retail (formerly Hutchins & Cornwell), 1 to 8, 11 to 14, 18, 25 to 34, 36, 38, 40, 41.

NAPOLEON: Duncan & Freitag.

Retail (succeeded P. P. Painter), 1 to 14, 18 to 34, 36, 38 to 41, 43, 45.

Oklahoma Territory

STROUD: R. J. Miller.

Retail (succeeded J. W. Cloud), 1, 3, 4, 5, 7, 12, 14, 18, 20, 25, 30, 31, 41.

Pennsylvania

BEAVER FALLS: Frank F. Brierly & Sons.

Retail (formerly Frank F. Brierly), 1 to 8, 10, 12 to 19, 23, 25 to 28, 30 to 36, 38, 40, 41.

GRAMPIAN: S. T. Orcutt.

Retail (succeeded A. T. Beers), 1 to 8, 12 to 14, 18, 19, 20, 22 to 31, 33, 36, 37, 38, 40, 41, 43, 44.

PITTSBURGH: Pittsburgh Hardware & Home Supply Co.

Wholesale and retail (opened new store), 1 to 7, 10 to 15, 18, 19, 24, 26 to 31, 33, 34, 36, 38, 40, 41.

South Carolina

UNION: Bewley Hardware Co.

Wholesale and retail (succeeded Oetzel Hardware Co.), 1 to 10, 12, 13, 14, 18, 20, 22, 23, 25 to 38, 40, 41.

South Dakota

MURDO: J. R. White.

Retail (were formerly at Centerville, S. D.).

Vermont

MANCHESTER: Taconic Hardware Co.

Retail (succeeded W. R. Hard), 1 to 9, 13, 14, 15, 22, 23, 24, 26, 27, 28, 32, 33, 36, 38.

West Virginia

NEW CUMBERLAND: W. W. Robinson.

Retail (succeeded Young Hardware Co.), 1 to 14, 17, 18, 19, 21 to 24, 27, 30, 31, 34, 36, 37, 38, 40, 41, 43, 44.

Wyoming

CODY: McGinnis & Brundage.

Retail (opened new store), 1 to 5, 7, 9, 10, 12, 14, 18, 20 to 26, 29 to 33, 36, 37, 38, 40, 41, 43, 44.

ENCAMPMENT: L. S. Alfred.

Retail (bought hardware department of Encampment Merc. Co.).

CANADA

SUSSEX, N. B.: H. H. Dryden, Ltd.

Wholesale and retail (formerly H. H. Dryden), 1 to 8, 10, 12, 13, 14, 18, 19, 22, 23, 24, 27 to 38, 40.

GUELPH, ONT.: McMillan Bros.

Retail (succeeded Geo. B. Morris), 1 to 8, 10, 12, 13, 14, 17, 24, 26 to 38, 40, 41, 44, 45.

Norvell-Shapleigh Hardware Co.'s Catalogue

The Norvell-Shapleigh Hardware Co., St. Louis, Mo., will soon mail the trade their fall catalogue. The book will embrace not only standard lines of seasonable goods, but in addition will offer some attractive values in certain lines upon which the retail trade has had difficulty in competing with the catalogue houses. In pricing a number of lines in the catalogue, special consideration has been given to the competition from which the retail Hardware merchant suffers. At intervals throughout the catalogue there will be inserted red pages, and on these pages, will be offered goods that the retailer can offer as leaders and fighting items. The public like bargains, as the catalogue houses and department stores have demonstrated. The company state they offer these several special lines at a very small advance above cost, and suggest that if the retailers will take these same lines and offer them without adding too much profit, they will prove good advertising material. They remark that some of the prices in the catalogue are such as to cause some people to "sit up and take notice." To overcome the objections of some retail merchants, the catalogue will be issued in two parts; a large catalogue showing the goods, accompanied by a small pamphlet covering all the items in the catalogue. The concern will continue, as usual, to push their "Diamond Edge" and other high-class goods. The catalogue, it is expected, will be ready by the 15th inst.

The Bliss Supply Co., 465 The Arcade, Cleveland, Ohio, who make a specialty of steam specialties, are desirous of receiving catalogues in the line of steam fitters and plumbers' supplies.

Roberts & Sims, Wellington, New Zealand, have started in business as wholesale and retail Hardware dealers at 38 Cuba street. They are desirous of receiving catalogues, net prices, etc. They advise if manufacturers want live agents in that colony they are open for such agencies.

The Enterprise Mfg. Co., Philadelphia, Pa., call attention to efforts that are being made by some outside parties to sell the trade specialties of various brands with the statement that they were made by this company. The Enterprise people make emphatic their announcement that it is their invariable rule not to manufacture specialties under any other name than its own.

A Hardware Clerk's View

To the Editor:

Are you successful in your business? If so, why?

If not, why not?

What do you lack?

Is it the lack of energy on your part, or are you handicapped by unreliable help?

Two prominent business men met one evening after business hours and inquired about each other's success of the day. One man had a smiling face which showed satisfaction and contentment. The other had a frown of worry and displeasure on his brow.

The man with the smiling face replied that he had had a successful day, that each of his clerks had worked with a determination to outdo the others. He was very well satisfied with his lot.

The other man complained that his clerks took no interest in their work, that they didn't care to spend their time around him. He complained that he was worried about his cash; it took so much time to take care of it he couldn't decide whether all of the change was placed into the drawer or whether part of it found its way into the pockets of his help. He remarked that he felt like discharging all his help and getting other clerks.

"Look here, my dear friend," said his companion, "I don't believe you treat your clerks as they should be treated. Have you ever thought of the time when you was a clerk in the store you now own? Have you ever thought of the interest you took when your employer placed a great deal of confidence in you? Have you ever thought that your clerks are human, that they have the same feelings and desires for your confidence as you had years ago? I take a lively interest in the welfare of my help and have the greatest confidence that they in turn take an interest in their work. I treat them as I do myself. I feel that my success largely depends on my clerks. I ask their advice as they do mine. We confer with each other, and thus, the most friendly relations exist between us. You commence to-morrow and follow my advice and I'll venture to say you will notice an immediate change in your favor."

This is advice that all should take and they would surely see a betterment of their financial condition in a very short time. Give your clerks a chance. Let them see you are much interested in them. Confide in them and see how great will be the results. A CLERK.

S. H. Kinney Co., 1445 Flatbush avenue, Brooklyn, N. Y., is a new concern in the Hardware line, having purchased the business

of a successful concern. A general line of contractors' supplies will be handled, together with builders' Hardware, paints and oils, house furnishing goods, etc. Catalogues, price lists and discounts are desired in these lines. Mr. S. H. Kinney is a practical man, having had years of experience, especially in the builders' hardware line.

Folding Circular Matter

To the Editor:

I have read your Magazine for some years with a great deal of pleasure and a great deal of profit, and take the liberty of offering a suggestion.

If it were made a universal practice by all houses to fold all documents, letters, invoices, bills of lading, circulars, etc., face out, it would be found that, when papers were taken from the mail and laid on the proper official's desk, that they would lie in such a position that the subject matter treated of could be plainly read; whereas, when papers are folded face in, they always curl over, thus tending to obstruct a rapid examination of it. I have made this suggestion to a number of our leading periodical publishers and have yet to receive a dissenting opinion on the utility of this simple little thing. JOHN F. FISK, JR.

Inquiries for Goods

In behalf of some of our readers, we would appreciate advices as to the makers of the following goods, inquiries for which have been received since our last issue:

WIRE BASE KNOB.

"RAPID CUT" HACK SAW MACHINE.

"BLAIR'S" HATCHETS.

HIDE-FACED HAMMERS AND MALLETS.

"COLVIN" INTERCHANGEABLE HAMMER.

"BROWN" HANDY BORING TOOL HOLDERS.

FLEXIBLE RAZOR BLADES.

TRUNK HARDWARE.

"I X L" SHOVELS.

"NO BUM" WIRE KETTLE BOTTOM.

"STAR" AUTOMATIC EGG BEATER.

IRON DRY MEASURES.

MANUFACTURERS OF METAL SASH BARS, SUCH AS ARE USED IN SHOW WINDOWS AND SHOW CASES.

MACHINE FOR CUTTING ROD AND BAR IRON.

HAND-POWER PIPE STOCK AND DIE, FOR CUTTING PIPE UP TO 5 INCHES.

CEMENT SIDEWALK PAVING TOOLS.

FLOOR POLISHERS FOR THE FLOORS.

HOLLOW PIPE GASOLINE LIGHTING OUTFIT, WITH DOWN HANGING MANTELS.

AUTO SPRING WINDER.

RADIUM POCKET LIGHTS.

"ATLANTIC" BRASS POLISH.

WHITE METAL IN SHEETS.

Mix Together

Reputation, skill, care, honesty and up-to-dateness, and the result would be a piece of silver bearing the trade-mark that is known wherever silver plate is known :

The
Belmont
Pattern

(Only in
Berry
Spoons
and
Cold
Meat
Forks.)



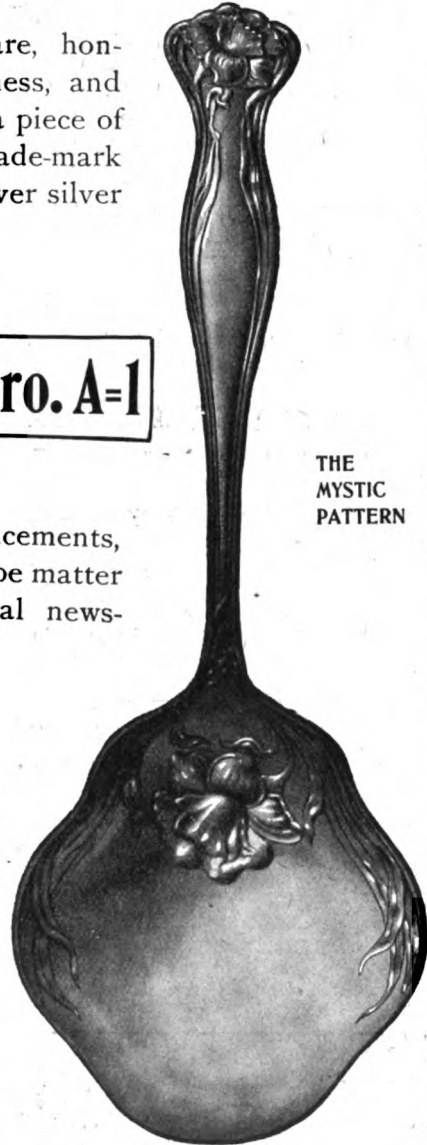
★ Rogers & Bro. A=1

Write for our announcements, including cuts and type matter for use in your local newspaper.

We also furnish handsomely illustrated circulars, with name of dealer imprinted, for free distribution.

Ask, too, for our catalogue of electrotypes.

THE
MYSTIC
PATTERN



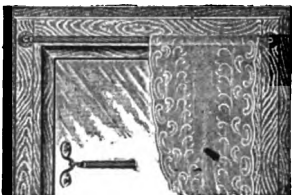
INTERNATIONAL SILVER CO.

SUCCESSOR TO

ROGERS & BROTHER

WATERBURY, CONN.

New York Warerooms: 9-11-13 Maiden Lane



Patented June 24, '02; Jan. 6, '03.
Also protected in Foreign Countries.

Barrett Flexible Curtain Rod

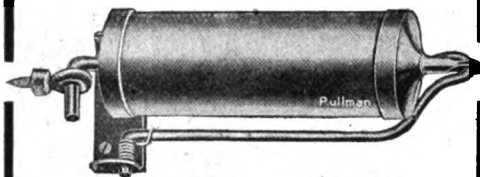
Made from Highest Quality Extra Plated Piano Wire.

Over One Million Already in Use

These rods are immediately adjustable to windows of all width, sizes and shapes. They are unequalled for Curtain Rods, Sash Rods, Sham Holders, Valance Holders, etc. In constant demand at large profits, and a very desirable addition to any business. Write at once for full particulars and special prices.

STANDARD DEVELOPMENT CO., Sole Manufacturers, **52 State Street, CHICAGO**

Fourth Season of "PULLMAN" Screen Door Check



No other Check so perfect in principle and material, or so satisfactory as to working and wearing qualities.

SEND FOR NEW CATALOG

Pullman Manufacturing Company

Rochester, N. Y., U. S. A.

McWhinnie Wheel Barrow Works POUGHKEEPSIE, N. Y., U. S. A.

Manufacturer of all kinds of
Wooden, Steel Tray and Steel
Tubular



Wheel Barrows

for railroad, coal, stone,
mortar and garden use.



Jarvis Marking Fluid

50 Cents per Bottle

Prepaid on Receipt
of Price

For Marking Pocket Knives, Razors, Table Cutlery, Tools or other steel articles, also Silverware, Platedware, Glassware, Chinaware, etc. Our Marking Fluid is the best preparation ever offered. It is the most easily applied and the most readily removed, according to instructions.

Enough to last the average dealer from one to three years.

The only fluid that will not rust on nor chip off or rub off; that does not mar the appearance of the article.

Every Hardware, Sporting Goods and Department Store should have a bottle. Guaranteed to please or money refunded. Order a bottle to-day. Ask for a sample of OUR \$1.00 WATCH. Stem Wind and Set. Guaranteed for one year.

W. B. JARVIS CO.

41 Canal Street

Grand Rapids, Mich.



ROLLMAN CHOPPER

50¢ ~ 75¢ ~ \$1.50

The Best at the Price.

Sample to dealers at wholesale price.

Express prepaid. Catalogue free.

ROLLMAN MFG. CO. MT. JOY, PA.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

Wynn's

Black Silk Stove Polish
ONE GRADE ONLY

WINS
Everywhere

Is Known



Wherever the
Best is Used

5-lb. cans, barrels and retail packages, Liquid and Paste.

No other kind was ever made with the object of producing the best at any cost. Black Silk Stove Polish costs a little more, but is cheapest to use. We make a choice article for those who are willing to pay a little more to get a good article.

Address BLACK SILK STOVE POLISH WORKS

Office and Warerooms:

23 WARREN STREET, NEW YORK, U. S. A.

97 BLACKSTONE STREET, BOSTON, U. S. A.

FACTORY AT STERLING, ILLINOIS, U. S. A.

WINDOW SIGNS



A Specimen Transfer Window Sign.

We make the attractive, easy-to-mount kind demanded by the dealer.

The kind that ornaments the door or store front as well as advertises the goods handled by the retailer.

Our method pays both manufacturer and dealer alike, nothing so good as our

READY TO MOUNT SIGNS
(Paint and Gold Effects)

Successful Salesmen Should Never be Without Them

Samples, Prices and Original Designs Submitted Free

154-158 Lake
Street

U.S. DECALCOMANIA CO.

CHICAGO

The long experience of its management is at your disposal

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



Here are some reasons why a *Marlin* Model 1897 .22 caliber repeating rifle is the most satisfactory small bore repeater you can possibly own.

In finish, workmanship and balance this rifle is unsurpassed. The *Marlin* quality of steel drop-forgings constitutes all the working parts. Every single piece and screw and pin in this gun is made with care to a standard pattern so that all parts are positively interchangeable. The barrel of excellent steel is carefully bored and the deep rifling gives absolute accuracy and great wearing quality. This and other *Marlin* rifles are the only repeating rifles to which telescopes can be attached be-

cause the top of the breech is solid and the empty shell is ejected from the side.

For all sorts of small game this rifle is recommended, and with the long-rifle cartridge it is very deadly to hawks, owls, eagles, geese, ducks and any other shy birds which are hard to approach and require a hard blow to kill.

As a target rifle at long or short ranges, with or without a telescope, the *Marlin* Model 1897 .22 caliber repeating rifle is the guaranteed equal of any in the world.

If your dealer cannot supply you write us direct. A complete description of Model 1897 is given in our 1906 Catalog. Sent FREE for six cents postage.

To All Dealers Handling Firearms

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These "ads" will be inserted in a list of magazines selected for their *quality*, known to be bought and read by a class of people financially able to buy Marlin repeaters, and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000 readers.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers, and in many miscellaneous publications.

IN OUR ADVERTISEMENTS we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls, and people who are not interested enough to invest ten cents and the time and trouble necessary.

WE REASON that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly and, on all inquiries answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information, interesting and instructive to all shooters, whether they use Marlin repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know who carries a good stock of Marlin goods and is enterprising enough to follow an inquirer and try to sell the man a Marlin repeater.

We also send to that dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

OUR ADVERTISING CAMPAIGN each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us, and it will pay you if you will take part in it.

IF YOU ARE INTERESTED, please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

The Marlin Firearms Co., 21 Willow St., New Haven, Ct.

Manning, Bowman & Co.

MERIDEN, CONN.

NEW YORK: 25 West Broadway.

CHICAGO: 158 State Street.

"METEOR"

Circulating Coffee Percolators

CHAFING DISHES,

(With Patent "Ivory" Enamelled Food Pans).

BAKING DISHES,

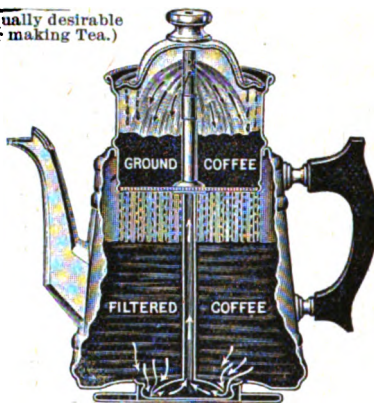
TEA AND COFFEE POTS,

HOTEL WARE,

BATH ROOM FURNISH-
INGS, ETC.

ALWAYS Insures Delicious Coffee and
SAVES ONE-THIRD

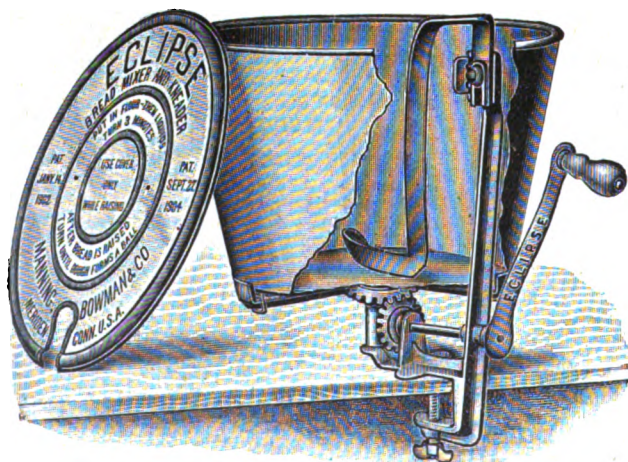
(Equally desirable
for making Tea.)



Sectional View.

Made also in Urn style with Alcohol lamp for use on
the table.

"ECLIPSE" Bread Maker



Sectional View.

Simple in Construction.

Perfect in Operation.

Easiest to Clean.

Will mix and knead from

ONE to EIGHT

Loaves of Bread in

Three Minutes

Without putting a finger
to the Dough.

Bear in Mind—That it is the only machine that
ACTUALLY KNEADS DOUGH BY COMPRESSION

Therefore makes Best Bread.

Catalogue No. 40 H shows complete line.

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

Window Display Contest

Our 1905 Window Display Contest was hardly over before dealers began to ask when another "ASBESTOS" contest would be conducted.

Since our last contest met with such hearty approval, we decided to hold another during the coming Fall. We know how to do it better now, and dealers who compete this year will note a decided improvement in the Display Advertising Matter that we furnish.

In this connection we desire to call your special attention to our Free Display Stand proposition. The stand is pressed from sheet steel and coated with green enamel. The trade-mark—ASBESTOS—is printed on the stand in silver and red. Any dealer can make a handsome window display of Asbestos Sad Irons by using the "Asbestos" Display Stand as a center-piece. The Stand is furnished free with Assortment No. 5, at regular prices. You should have the assortment anyway, but it is almost indispensable in view of the Window Display Contest.

One of our rules for awarding prizes will be this: "Preference in awarding prizes will be given to dealers who display the most styles of Asbestos Sad Irons, other things being equal."

By having the No. 5 Assortment and the Display Stand you will be well prepared to compete in the Window Display Contest. Details of the contest will be sent to the trade in September.

Order "Asbestos" Assortment No. 5 from your jobber to-day.

**The Dover
Manufacturing
Company**

Box 810,
Canal Dover, - Ohio



DIAMOND EDGE CUTLERY AND TOOLS

Have You The Agency?



NORVELL-SHAPLEIGH HARDWARE CO.

Established 1843

ST. LOUIS

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

WRITE FOR

Our Fall Catalogue

NOW IN PRESS

***Covors a Full Line of
Seasenable Geods***

THIS CATALOGUE IS PRICED TO HELP THE RETAIL HARDWARE MERCHANT MEET CATALOGUE HOUSE COMPETITION. ON MANY LINES MANUFACTURERS HAVE GIVEN UP A LARGE PART OF THEIR PROFITS. WE HAVE MORE THAN CUT OUR USUAL PROFIT IN HALF.

RESULT—Prices That Will Help

WE ARE NOT GOING INTO THE WHOLESALE CATALOGUE HOUSE BUSINESS, WE HAVE ALWAYS ISSUED A SPRING AND FALL CATALOGUE. THIS FALL CATALOGUE WILL BE JUST A LITTLE MORE INTERESTING.

ALL OUR SALESMEN WILL HAVE THE SAME PRICES.

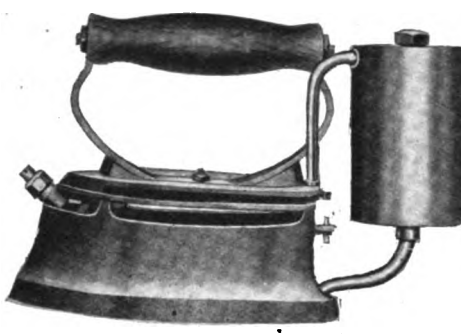
Write for this Catalogue NOW



NORVELL-SHAPLEIGH HARDWARE CO.

ST. LOUIS

Established 1843



IT PAYS
Families, Dressmakers, Hand Laundries and others
TO USE
The Corona Flat-Iron
and it will pay you to sell it.
Hada't we better send you further information?

Duplex Manufacturing Co.
40-43 W. Quincy Street Chicago


TRADE VILLAGE BLACKSMITH MARK



OUTLINE A MACHINE MADE BUTCHER KNIFE ON A SHEET
OF PAPER EVERY ONE FITS INSIDE THE OUTLINE
EXACTLY THEY PRESS OUT 8 PER MINUTE USE
BEVEL STEEL THE WASTE SHOWS HOW EASY
No HAMMERING - LITTLE GRINDING - PLENTY FINISH - NO
QUALITY WE HANDWORK - **FIGURE IT OUT YOURSELF**

WASHINGTON CUTLERY CO. MILWAUKEE - WIS.

HANDMADE BUTCHER KNIVES & TOOLS



A KEEN SCYTHE which holds its edge is a tool much sought for. This will be found in an

IMPORTED SWEDISH SCYTHE

They are light as a feather, bend without breaking, reinforced and provided with a wide heel. The cutting edge lies imbedded and protected between two layers of softer steel, hence it must be ground from both sides.

They embody every feature of the best American and Swedish makes and are built for American trade. Fully warranted.

Allow us to mail you one free of charge, try it with your best customer now and we are confident of your trade for next season.

Write to-day for full particulars and samples. Will send samples retailing for \$2.50 free on request, you paying express charges. Yours truly,

ALFRED ANDRESEN & CO.
1304 WASHINGTON AVENUE, SOUTH
MINNEAPOLIS MINN.

MOTOR

Boat Fittings

Brass and Galvanized Specialties
Marine Hardware

Send for Catalog

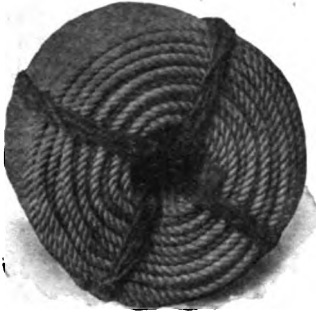
A. S. MORSS COMPANY
210-212 Commercial St. Boston, Mass.

Wholesale Hardware Directory

Gives Date Established, Capital Stock (if incorporated) Class of Goods Handled, Territory Covered, etc. 12th Annual Edition.

DANIEL T. MALLET,
253 Broadway, NEW YORK
Price, \$1.00, Postpaid.

Manila and Sisal Rope



We have for prompt shipment a large stock of rope in Chicago.

We can make some low prices.

H. Channon Company.
Chicago.

"Columbian" and "Eureka"



Manila and
Sisal . . . **ROPE**

Oil Well Cordage
Transmission Rope
Hay, Hide and Bale Rope
Tarred Lath and Fodder Yarn
Jute and American Hemp Twines

Agencies in All Principal Cities

Columbian Rope Co.
AUBURN, N. Y.

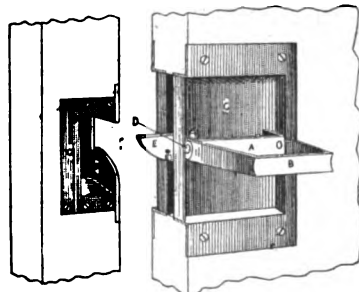
HAVE YOU A GOOD BARN DOOR LATCH

TO OFFER YOUR TRADE?

One that sets in flush on both sides, and at the same time gives a good hand hold?

Note that handle "B" drops into recess perfectly flush, allowing the door to slide clear back.

One that is all steel and as suitable for swing as for sliding doors, and is packed one in a box, complete with screws.



Buy the "Gem"

The Only GOOD Sliding Door Latch Made.

OF YOUR JOBBER OR
C. A. PECK HARDWARE & MFG. CO.
BERLIN, WIS.

Anniston

SASH CORDS

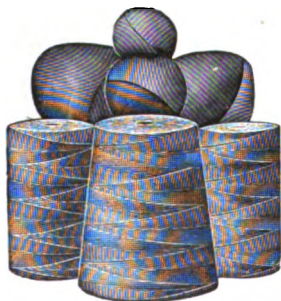
and CLOTHES LINES

are the standard high quality Cords of America. They sell on sight and stay sold. Progressive dealers find them the most profitable and satisfactory lines on the market.

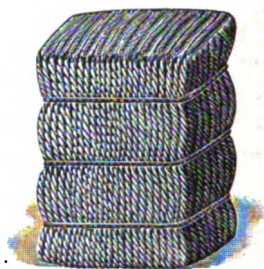
Also Cordage, Twines and Contractors' Supplies of every description.

GEO. B. CARPENTER & CO.
200-208 S. WATER ST., CHICAGO

Established 1840.



MANUFACTURERS OF
COTTON



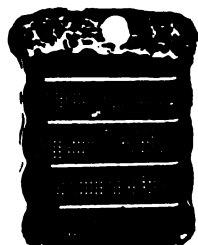
TWINES, MOPS, WASTE

WICK, SASH CORD, AND CLOTHES LINES



ESTES
MILLS

Fall River, - Mass.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

SILVER LAKE

OUR NAME IS STAMPED ON THE CORD

The SILVER LAKE**Solid Braided****Rope, Sash Cord, Railroad Bell Cord, Trolley Cord,
Masons' Lines, Chalk Lines, Clothes Lines, Etc.****Recognized Standard since 1868**

Silver Lake Sash Cord is made from fine yarn, perfectly braided and smoothly finished by experienced workmen, thus filling every requirement of a good cord.

The man who knows the good and bad points of all cords buys Silver Lake.

The Best is the Cheapest**The Best is What You Want****Send for our Catalogue****THE SILVER LAKE CO.****78 Chauncey Street, - - - BOSTON, MASS.**

"PLYMOUTH" ROPE

1906**FOR 82 YEARS THE WORLD'S BEST****1824**

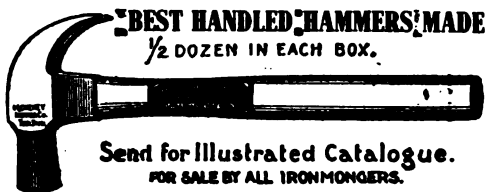
Eighty-two years is a long time for a business to live and grow. That

82 our business has done that and is *still growing* is proof positive of at least one thing. That is that "Plymouth" goods are *right* in every particular. The people who realize this are keeping our machinery moving lively, and others are finding it out daily.

"Plymouth" goods are always uniformly high grade and the conditions of manufacturing and marketing are such that they are also in reality cheaper.

Don't bother with poor rope—"Plymouth" means "economy for the user, satisfaction for the dealer." Write us and we will tell you how to get our rope quickly and conveniently.

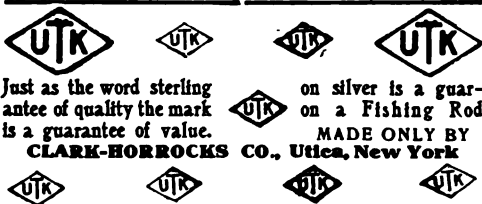
**Plymouth Cordage Co.****382 Court Street****North Plymouth - - Mass.**



Send for Illustrated Catalogue.
FOR SALE BY ALL IRONMONGERS.

Henry Cheney Hammer Co.
LITTLE FALLS, N.Y., U.S.A.

ADZ-EYE NAIL HAMMERS
Machinists' Hammers, Tinnerns, Blacksmith,
Farriers, Riveting.



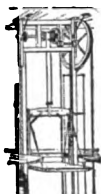
Just as the word sterling
antee of quality the mark
is a guarantee of value.
on silver is a guar-
on a Fishing Rod
MADE ONLY BY
CLARK-HORROCKS CO., Utica, New York

IMPROVED Quick' and Easy Rising Steam,
Electric and Hand Power

ELEVATORS

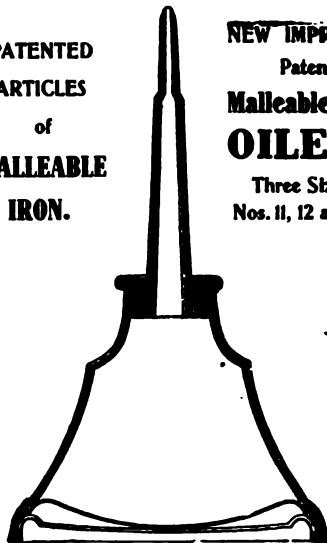
KIMBALL BROS.

900 Ninth Street, Council Bluffs, Ia.
SEND FOR CIRCULARS
Kimball Elevator Co., 239 Vincent St., Cleveland, O.
Branch Offices { 20 Cedar St., New York
108 Eleventh St., Omaha



PATENTED
ARTICLES
of
**MALLEABLE
IRON.**

NEW IMPROVED
Patent
**Malleable Iron
OILERS**
Three Sizes,
Nos. 11, 12 and 13.



**HAMMER'S ADJUSTABLE CLAMPS,
HAMMER'S MALLEABLE IRON OILERS—3 Sizes,
HAMMER'S M. I. HANGING LAMPS.**

NEW PATTERN Heavy Screw Clamps. Strongest
in the Market. For sale by all the principal Hardware
Dealers. Send for Price List.

Malleable Iron Castings of superior quality, and
Hardware Specialties in Malleable Iron made to order.

HAMMER & CO., Branford, Conn.

BUY a "UNION" hand power ele-
vator which can be easily
erected by your own me-
chanic (as we furnish Blue
Print and instructions with every outfit)

AND

You will have everything **good, dependable,**
noiseless and **easy in operation** that can
possibly be put in a lift.

IN "UNION" [ELEVATORS] THERE IS STRENGTH

UNION ELEVATOR & MACHINE CO.

144-6 Ontario Street. Chicago, Illinois, U. S. A.

SNOW FLAKE AXLE GREASE

TRADE MARK

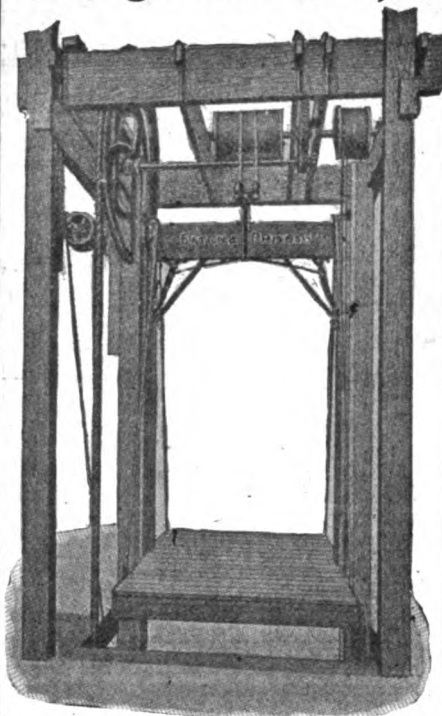
*The Grease to Buy The Grease to Sell
The Grease to Use*

THE SNOW FLAKE AXLE GREASE CO.

MANUFACTURERS

FITCHBURG, MASS.

New Light on an Old Subject



Center Lift Hand Elevator

To Hardware Dealers

Do you know that you can install an **EATON & PRINCE Hand Power Elevator** yourself without expense except the services of an ordinary mechanic? Just think what we save you. Our elevators are dependable and safe, they are made wholly in our own factories and thoroughly tested by experts. They are noiseless, easily operated and absolutely will not bind on the guides. Send today for BOOKLET NO. 44.

EATON & PRINCE COMPANY

CHICAGO, ILL.



For Threading Pipe in Position

close to walls or ceilings,
in a corner, in a ditch or
wherever there is a limited
space,

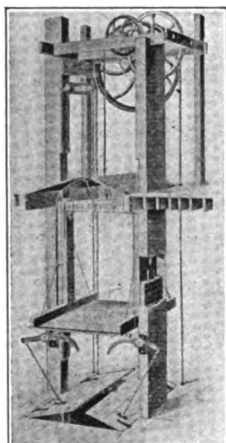
Armstrong's Ratchet Attachment

fills the bill admirably.
Write us for prices

The Armstrong Mfg. Co.

291 Knowlton St.

BRIDGEPORT, CONN.



ELEVATORS

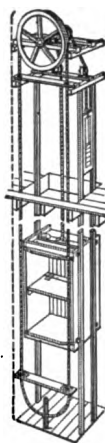
**AUTOMATIC
HATCH DOORS
DUMB WAITERS**

And all Appliances
for Same

Manufactured by

**O'Neill
Elevator Co.**

928 Cherry Street,
PHILADELPHIA, PA.
Send for Catalog



Dumb Waiters AND Hand Elevators

Of the Most Improved Auto-
matic Construction

Trunk Lifts, Invalid Lifts, Carriage Ele-
vators, Sidewalk Elevators, Freight
Elevators, Hatchway Hoists.

**SEDGWICK
MACHINE WORKS**

84, 86, 88 Carroll Street,
POUGHKEEPSIE, N. Y.

128 LIBERTY ST., NEW YORK

Catalog on Application. Estimates
on Request



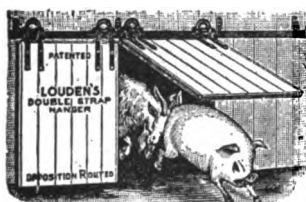
**GET POSTED! YOU WILL GET CALLS
FROM YOUR CUSTOMERS**

DORN'S PATENT

REVOLVING MITRE BOX

SEND FOR PRICES

Braunsdorf-Mueller Co., 1095 East Grand St.
ELIZABETH, N. J.

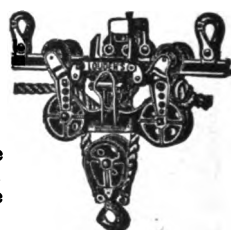


LOUDEN GOODS

Hay Carriers, Hay Forks, Hay Slings
Hay Rack Irons.

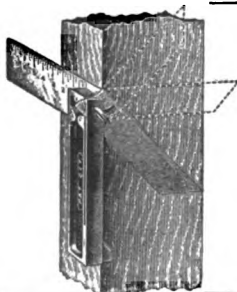
BARN DOOR HANGERS

Feed and Litter Carriers, Self Opening Ice
Tongs, and other Hardware Specialties.
"Positively no goods sold to Catalogue
Houses." Send for Catalogue.



LOUDEN MACHINERY CO.

Fairfield, Iowa



SOMETHING NEW

Ideal Bevel—Try Square

This tool is a combination of a bevel and try square.
By its use the carpenter saves time in not having to
lay down one tool and pick up another; he also saves
the price of one tool. By closing bevel blade in
handle you have regular try square.

NICHOLLS MFG. CO., Ottumwa, Iowa



GIFFORD - WOOD CO.

**ICE TOOLS
ELEVATORS**

CATALOGS

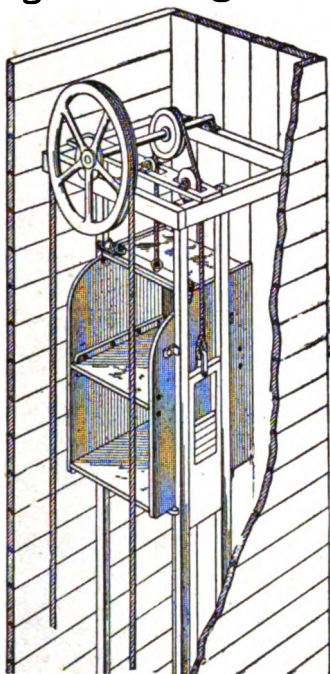
HUDSON, N. Y.



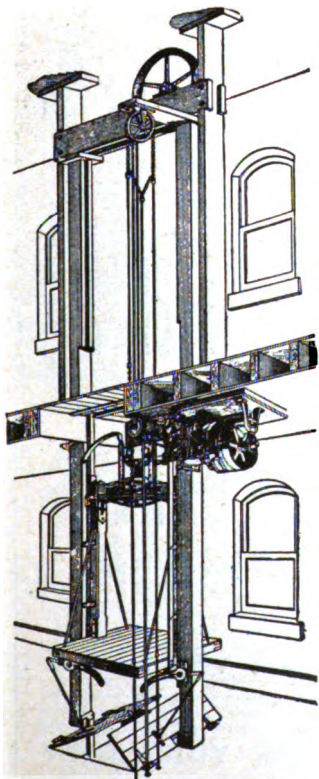
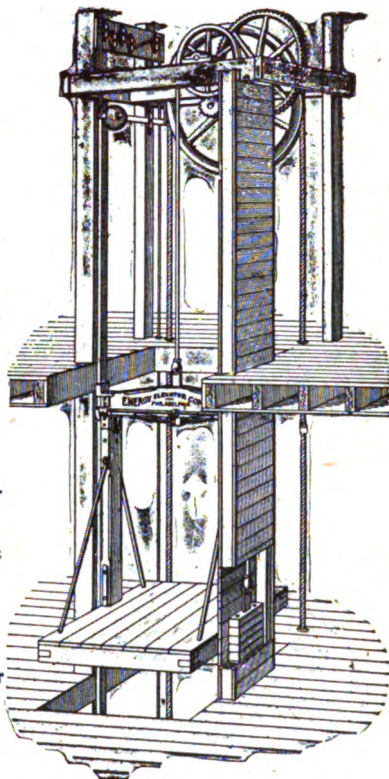
Shops

Arlington, Mass.
Hudson, N. Y.

We shall be glad to send you Catalog describing

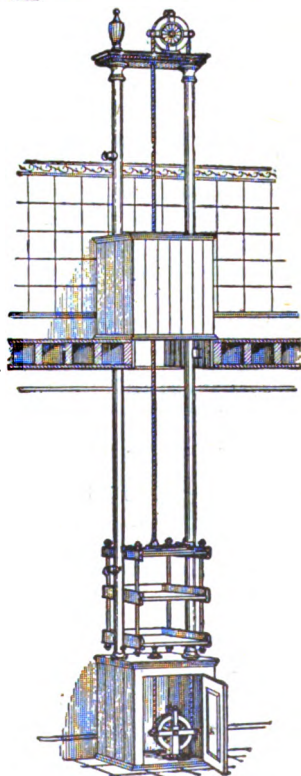


The Little Beauty
Dumb-Waiter
The Rapid Transit
Dumb-Waiter
The Energy Dumb-
Waiter
The Little Giant Dumb-
Waiter
The Side Post Hand
Elevator
The Back Guide Hand
Elevator
Hand Power Passenger
Elevator
Carriage or Warehouse
Elevator
Belt Power Elevators
Basement Lifts
Power Attachments for
Hand Elevators



ENERGY ELEVATOR COMPANY

406 Cherry Street
Philadelphia, Pa.
U. S. A.



BUY POULTRY NETTING, WINDOW SCREEN CLOTH, ELECTRICALLY-WELDED WIRE FABRICS, WIRE MATS, OR

ANYTHING MADE FROM WIRE,

From the manufacturer who guarantees the quality and can ship the goods when required. We manufacture every description of WIRE CLOTH, NETTING, FENCING and PERFORATED METAL, including the following specialties:

"CLINTON" BRAND

Painted, Figured and Landscape Cloth

Fire-Proof Wire Lath

Electrically-Welded Wire Fabrics

Our "POMPEIIAN" BRONZE Window Screen Cloth requires no paint or varnish, will not rust and is unexcelled in durability and finish. Ask your hardware dealer for these goods.

"SILVER FINISH" BRAND

Window Screen Cloth

Poultry Netting

Galvanized Cloth

Manufactured only by

CLINTON WIRE CLOTH COMPANY

Clinton, Mass.

Boston

New York

Chicago

San Francisco

BUFFALO

WIRE WORKS CO.

FORMERLY SCHEELER'S SONS

**WIRE CLOTH
WIRE GOODS
Artistic Metal Works.**

SEND FOR CATALOGUE.

BUFFALO, N.Y.

U.S.A.

**Buffalo Wire Works Co.,
BUFFALO, N. Y.**

THE CHAPIN-STEPHENS CO.

Union Factory.
Estab. 1826.

PINE MEADOW, CONN., U.S.A.

BUILDING PAPERS

A line of all grades suitable for the Hardware and Building Trades

Write for **SAMPLE BOOK** and prices

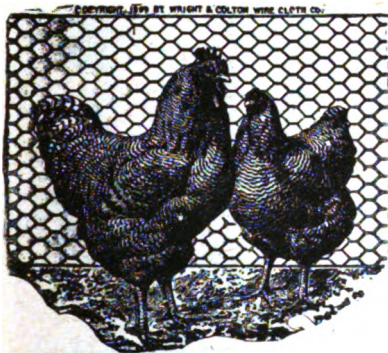
C. B. HEWITT & BROTHERS

HEADQUARTERS FOR HARDWARE WRAPPING PAPERS
AND WOODWORKING GLUES

48 Beekman Street

NEW YORK CITY

PEARL WIRE CLOTH
 Wears four to five times longer than painted
 window screen cloth.
 All genuine has copper wire selvages.
 MANUFACTURED BY
THE GILBERT & BENNETT MFG. CO.
 GEORGETOWN CONN. - NEW YORK - CHICAGO - KANSAS CITY



WRIGHT WIRE COMPANY 219 KINZIE STREET
 CHICAGO
 WORCESTER, MASS. Makers of

WIRE CLOTHES LINES

WRIGHT WIRE CO.

WIRE LOCKERS

of every description.

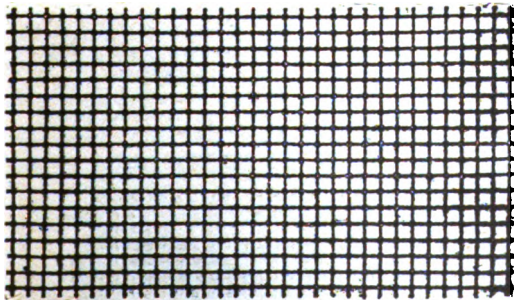
WIRE of all kinds, POULTRY NETTING, WIRE CLOTH, STAPLES, RIDDLES, COAL SCREENS, WIRE GUARDS, BANK and OFFICE RAILINGS, ELEVATOR CABS and ENCLOSURE and other Wire Goods.

The Old Reliable—Always Satisfactory



Poultry Netting
 Farm and Lawn Fencing
 Window Screen Wire Cloth
 Coal Screens

All kinds of Wire Cloth—From all kinds of wire
THE NEW JERSEY WIRE CLOTH COMPANY
 TRENTON, N. J.



WHY NOT BUY DIRECT

OF THE MANUFACTURERS
Galvanized Hex Nettings

Wire Cloth, all kinds
 Fly Screen Cloth, Painted, Galvanized
 or Bronze.

Screens,
 Coal, Ore or Sand.

Riddles
 Hardware, Foundry and Coal.

Quality right, Prices right. Write for them

THE LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO., U. S. A.

**COLD-PUNCHED NUTS,
SMALL RIVETS AND BOLTS**
Quality—Accuracy—Finish
Garland Nut and Rivet Co., Pittsburgh, Pa.



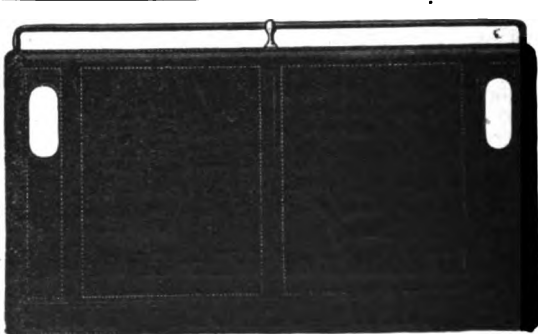
C. C. & E. P. TOWNSEND CO.
NEW BRIGHTON, PA.
MANUFACTURERS OF
**RIVETS, WIRE
AND WIRE NAILS.**



**McKINNON DASH
COMPANY, BUFFALO, N. Y.**
Troy, O. Cincinnati, O. St. Catharines, Ont.

DASHES, FENDERS

**ROLL UP STRAPS AND
PROP BLOCK WASHERS**




"PERFECT" ICE CREEPER

Thoroughly Good
Made of Cold Rolled Steel Galvanized,
Spikes made of Hardened Steel.
Fastened to the shoe with Automatic Adjusting Web.
NO RUBBER OR ELASTIC
Positively best creeper made specially for slippery pavements.
Put on in an instant, taken off in less time. Ask your jobber.
BLAIR HUSKING GLOVE COMPANY, Bucyrus, Ohio

SHELBY SEAMLESS STEEL TUBING
*Greatest Strength—Least Weight
Saves using Solid Stock.*

SEND SPECIFICATIONS—WE QUOTE PRICES.
SHELBY STEEL TUBE CO. General Sales Office **PITTSBURGH, PENN.**
BRANCH OFFICES—NEW YORK—CHICAGO.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Beware of infringing goods of short measure.

CARY'S Universal Box Strapping

Also manufacturers of all kinds of Wire Box Strapping, Corner Fasteners, Etc.

CARY MANUFACTURING CO.

19 and 21 Roosevelt St., NEW YORK

Cable Address: "CARLEIO"

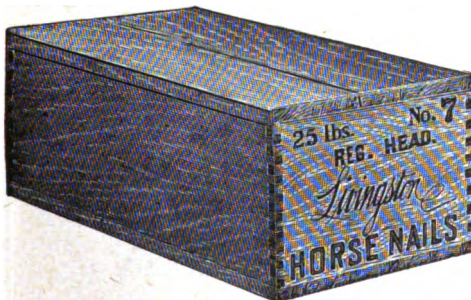
Telephone: 1445 FRANKLIN

STERLING



STERLING
POWER HACK SAW
MACHINES AND BLADES
REPRESENT STERLING VALUE AND SERVICE
ARE **BEST** BY **TEST**
DIAMOND SAW & STAMPING WORKS BUFFALO, N.Y. U.S.A.

STERLING



The name stands for perfection in Horse Nails
LIVINGSTON NAIL CO.,
104 Reade Street, New York

The
"VICTOR"



Write to-day for samples
MASSACHUSETTS SAW WORKS
CHICOPEE, MASS.

IF YOU **WIRE** YOU NEED **HELPS**
SELL THESE

Sold separately or in sets.
Each article is strong and
durable, and is especially de-
signed for use in Hardware and
Electrical Supply Stores.

*Write for Illustrated
Circulars and
Special Price*

J. JONES & SON,

Folding Adjustable
Wire Reel

Wire
Measurer

Wire
Winder

62 Vesey Street, New York

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

*Quality
Sells*

WHEN HENRY DISSTON WAS ASKED THE QUESTION:

"WHAT DO YOU PUT IN YOUR SAWS?"

HE REPLIED:

"GOOD STEEL AND HONEST WORK."

UPON THIS FOUNDATION IS BUILT DISSTON QUALITY.



"IF YOU WANT A SAW IT IS BEST TO GET ONE WITH A NAME ON IT THAT HAS A REPUTATION. A MAN WHO HAS MADE A REPUTATION FOR HIS GOODS KNOWS ITS VALUE AS WELL AS ITS COST AND WILL MAINTAIN IT."

**ESTABLISHED
1840**

**HENRY DISSTON & SONS, Inc.,
PHILADELPHIA, PA.**

Don't try to make a poor Hack Saw do the work of a good Blade.

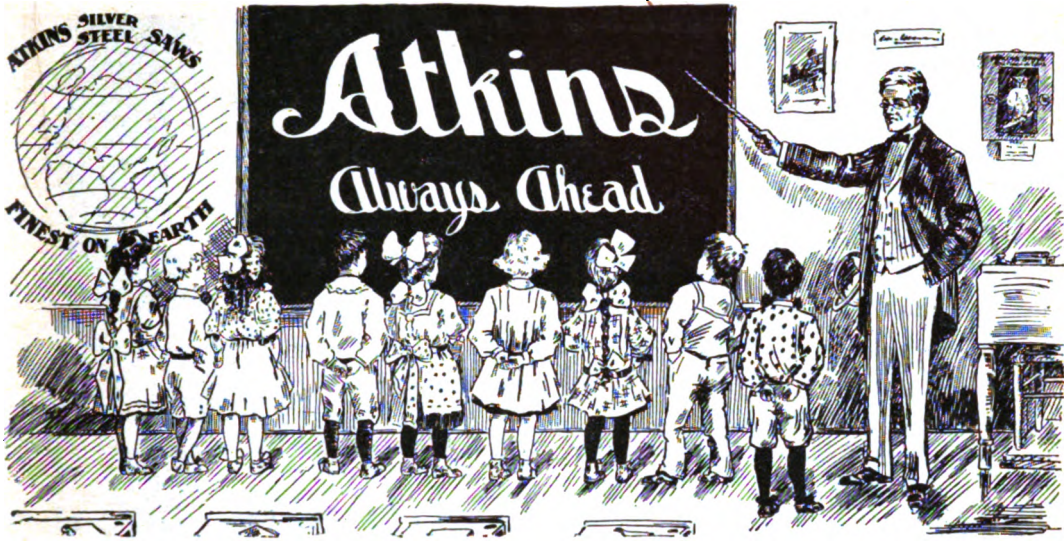
You can't get blood out of a stone.

There's no way you or your customers can make a cheap Hack Saw do the same amount of work, or the same class of work as a **UNIVERSAL** or **UTILITY** Hack Saw.

UNIVERSAL and **UTILITY** Hack Saws are made for hard service—and never fail.

Shall we send our booklet and prices ?

**West Haven Manufacturing Co.,
New Haven, Conn.**



Teacher—What is the first letter in the alphabet?

Scholar—A, sir.

Teacher—What does it stand for?

Scholar—For Atkins, sir.

Teacher—Why Atkins?

Scholar—Because Atkins is always ahead.

Teacher—Who is Atkins?

Scholar—E. C. Atkins & Co., the largest manufacturers of SAWS in the world.

Teacher—Where are they located?

Scholar—At Indianapolis, Ind., where they have a big factory, employing 1200 men. They also have ten branch houses and agencies all over the world.

Teacher—Was Atkins always such a big concern?

Scholar—No, sir. Mr. E. C. Atkins started in a very small way just 50 years ago.

Teacher—What has made the business grow so great?

Scholar—Because they have made the "Finest Saws on Earth" and always tried to treat their patrons right.

Teacher—What kind of SAWS do they make?

Scholar—All kinds—circular, band, cross-cut, drag, wood, gang, hand, butcher, back, and every other kind.

Teacher—What are Saws good for?

Scholar—Cutting up all sorts of timber and lumber, and are used in saw mills and factories and for hand work and by lumbermen and carpenters.

Teacher—What quality of Saws does it pay to buy?

Scholar—Only the best, with the manufacturer's name on them.

Teacher—Whose Saws are best?

Scholar—The Atkins Saws are "Finest on Earth," being made of their famous SILVER STEEL, tempered with gas by a secret process, and the workmanship of the most skilful throughout.

Teacher—How about the price?

Scholar—Other makers of Saws sell cheaper, but the Atkins are the cheapest in the long run, because they last longer and give better service than any others.

Teacher—That will do for to-day. You are to receive a full credit mark for your correct answers regarding Saws.

E. C. ATKINS & CO. INC.


The Silver Steel Saw People

Home Office and Factory:

Indianapolis, U. S. A.

Branches:

NEW YORK CITY, CHICAGO, SAN FRANCISCO,
MINNEAPOLIS, NEW ORLEANS,
Portland, Seattle, Atlanta, Memphis, Toronto



TRADE MARK
ETNA
MARK

No Man Can Know It All!

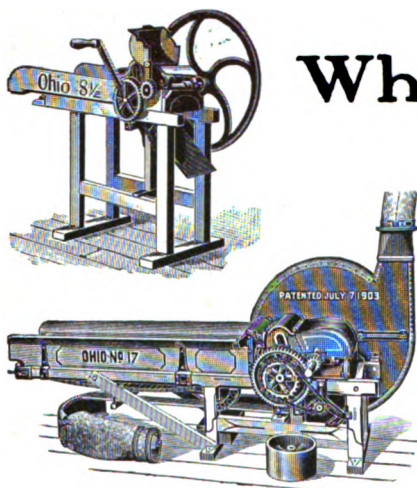
Life is too short, and the "heap" of things to learn grows so hopelessly fast. Many facts, however, with a profit in them are easily "reachable," and we rank a knowledge of our

"Etna Prepared Roofing"

as precisely such.

We would be delighted to have you let us give you a few "inside facts" anent Roofing that will be worth your weighing. Shall we send them along?

The McClintock & Irvine Company
Pittsburgh, Pa.



Why the "OHIO" Appeals to The Dealer

So many good features to talk about makes it a quick, easy seller.

Every wanted size from smallest of hand Cutters on up by easy steps to power Cutters and Blowers of 30 tons capacity per hour.



Its simplicity of construction means easy running. No other machine built can offer such immense capacity with such minimum power, or can stand up under such long and severe service.

Our catalog is yours for the asking. Just ask.

THE SILVER MFG. CO., 319 Broadway, SALEM, OHIO.



No. 10.

AS SUPPLANTERS

Wherever our Sheet Steel, brazed-seam goods, are given a trial, their "able-to-bear-abuse-ness" so forcibly asserts itself that they do these two things:

1st.—They make a certain future for themselves, and

2nd.—They make an equally certain "past" for all would be competitors.

Shall we mail you a comprehensive little catalogue?

The McClintock & Irvine Co.
Pittsburg, Pa.

WHY IT IS THE BEST Family Scale on the Market

Because—The Dial sets at an angle that it can be read at a glance without stooping.

The Platform is supported by Double Steel Uprights which permits no variation, no matter where on the platform the article to be weighed is placed.

All of the inside parts as well as the frame are constructed of the Best Cold Rolled Steel, absolutely no casting to break.

It is handsomely finished in Black Enamel and Aluminum Bronze.

It is superior in many other points, yet it will cost you no more than the old style.

Order from your Jobber. Write us for catalogue illustrating complete line.



TRINER SCALE & MFG. CO.

1255-57-59 W. 21st Street.

CHICAGO, ILL.



JACKS

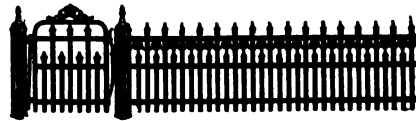
Of all Lifting Devices The

BARTH-WEILER Jack stands pre-eminent. Standing on its reputation of 12 years, it is a tower of strength.

Simple, Powerful, Reversible. Every purchaser of a Barth-Weiler will never tire of praising the store from which he obtained it.

Send for catalogue.

G. BARTH MANUFACTURING CO.,
Milwaukee, Wis.



LAWN FENCE Strong and durable; for Churches, Lawns, Cemeteries. Substantial, hustling dealers wanted in each town and city. We manufacture a heavy Malleable and Steel Picket Fence—34 different designs. Prices that will make you money. Catalog free. Address Box 33.

WARD FENCE CO., Marion, Ind.



A ROYAL GEM will make your store as bright at night as during the day.

ROYAL GAS LIGHT CO.

209 E. KINZIE ST., CHICAGO, U. S. A.

We manufacture all kinds of Gasoline Systems and Lamps. Our Lamps have stood the test of time. Be your own Gas Trust. Be as independent as a Gas Trust. Buy the best, not a copy. Send for Catalogue.

We have satisfied *thousands* and we can satisfy *you*.

ROOFING SLATE SLATE BLACKBOARDS

Established 1884
E. J. JOHNSON & CO.
38 PARK ROW, NEW YORK
QUARRIES: Pennsylvania and Vermont

Prices quoted delivered anywhere. Booklet and complete Price List on Application.

Wire Inquiries Given Quick Attention



National Broadcast Seeder

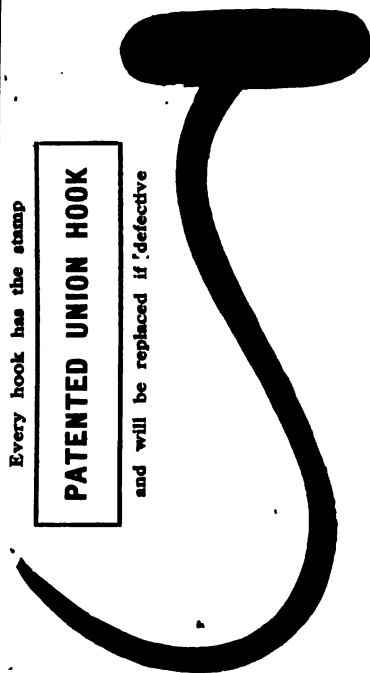
BALL BEARING

Packed one in a box. No Dust—No Rust

We cannot enumerate all the good points—space costs too much—but talk about being appreciative of inquiries! Write for catalog and see. Jobbers have our prices, too.

THE PRAIRIE MFG. CO.,

Indianapolis, Ind.



Every hook has the stamp

PATENTED UNION HOOK

and will be replaced if defective

UNION BOX HOOKS

Correct Balance, Perfect Shape,
Points tempered and ground.

**MADE OF ONE PIECE OF
DROP FORGED STEEL**

HANDLES Wood handles are inserted in pockets in the steel handles, making an oval shape to provide a **perfect grip**. Steel handles are enlarged at each end, making **hammer faces**.

WRITE FOR CIRCULAR

Patterson, Gottfried & Hunter,
Limited

MACHINERY, METALS, HARDWARE, TOOLS and SUPPLIES

146-150 Centre St., cor. Walker, NEW YORK

We pack our
Bit Stock Drills

one doz. of a size in wood boxes and also furnish them in assorted sets of 9 in round wood boxes and 7 in flat leatherette cases. Handy for the user. They make an attractive display for the Dealer.

The Standard Tool Co.

CLEVELAND

NEW YORK



**Bit
Stock
Drills**

THE CALL

is for **PORTER'S**
"EASY" and "NEW EASY"



**BOLT
CLIPPERS**
(The Trade Protected)

H. K. PORTER,

Everett, Mass.

KEYSTONE BRAND

The only properly

Galvanized Nails

on the market

Made only by

KEYSTONE NAIL CO., Inc.

PHILADELPHIA, PA.

TIME and MONEY MAKER

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

A time-saver and money-maker for both dealer and user. Requires *less time to sell*, as its admirable points speak for themselves.



Saves the user's time, because it *will adjust to any position*, making itself *adaptable to the most awkward places*. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

STRONG INDUCEMENTS TO THE TRADE

**Best Cast Steel
Handy and Compact**

Write for Prices and Discounts.

A. J. WILKINSON & CO.

180-188 Washington Street, Boston, Mass.



An Agent Wanted In Every Town

To handle "J-M" Asbestos Roofing. Our special Agency proposition is the best of its kind. Gives the Dealer a liberal profit and the Customer the best Roofing that money can buy. Our best advertisement is the many buildings of all kinds covered with "J-M" Roofing. Some of our Roofing is in good condition after 25 years of actual service.

Write nearest Branch for Samples and Catalog

H. W. JOHNS-MANVILLE CO.

Manufacturers of Asbestos and Magnesia Products, Asbestos Roofings, Packings, Electrical Insulating Materials, "Neark" Fuse Devices, Electric Railway Supplies, Etc.

New York	Philadelphia	New Orleans	San Francisco
Milwaukee	St. Louis	Kansas City	Los Angeles
Chicago	Pittsburg	Minneapolis	Seattle
Boston	Cleveland	Dallas	London

• 948

In Mill, Factory, Storehouse

and Temporary Building construction, whether first cost is or is not a factor, you cannot use a better roofing or siding material than our



PITTSBURGH

**APOLLO BEST BLOOM
Galvanized Sheets.**

They are flat, even in gauge, tough, pliable, easily worked, reasonable in price, and will give complete and lasting protection.

Apollo Sheets are world-wide favorites, and it will therefore pay you, as thousands will testify, to demand Apollo when you are ready to place your orders.

We'll gladly give you further information if you will write. Our Weight Card may also prove useful.

**AMERICAN
SHEET & TIN PLATE
COMPANY,**

FRICK BUILDING,

PITTSBURGH, PA.



Fresh Meat

Is the first thing. A Steel Spider with the name

"NEVER BREAK"

stamped on the Handle, is the next, if you don't want a scorched or burnt chop or steak.

Ask for Complete Catalogue of Stamped Steel Cooking Utensils

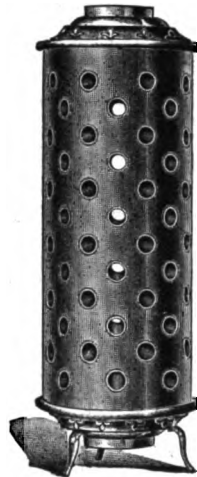
THE AVERY STAMPING CO.
Cleveland, Ohio

Manufacturers Shovels, Spades and Scoops of Highest Grade.

Save $\frac{1}{2}$ Your Fuel

BY USING THE

ROCHESTER RADIATOR



Satisfaction guaranteed or money refunded. Over 100,000 of them in use.

Fits any stove or furnace.

Price, from \$2.00 to \$12.00.

We make the original and genuine "Rochester Radiator."

We do not sell to Catalogue houses.

We refer all inquirers to you from your town, when you carry a stock of our Radiators.

We guarantee our Radiators not to interfere with or choke the draft; they are easily cleaned.

One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater with perpendicular tubes.

Write for descriptive Catalogue and prices.

ROCHESTER RADIATOR CO.,

145 Furnace St., Rochester, N. Y.

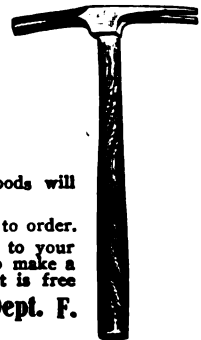
Augers and Auger Bits



Highest quality. Complete Assortment.

Let us talk prices with you.

GREENLEE BROS. & COMPANY, Rockford, Ill.



TACK HAMMERS

Of the most approved styles and finely finished. If you give us the first order the goods will make you one of our regular customers.

WOOD HANDLES.

We make all kinds of wood hammer and hatchet handles and special woodturning to order.

You should add our **HANDY SELF-CLEANING HOE** to your Hardware line, they are the finest yet and a good seller. We also make a complete line of Hardware Specialties. Send for our catalogue—it is free upon request.

ROCK RIVER MFG. CO., Dixon, Ill. Dept. F.

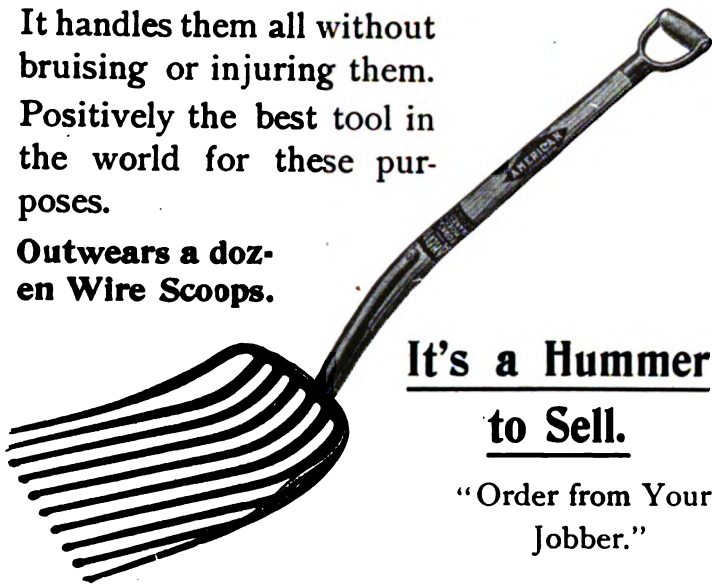


CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

**Corn,
Potatoes,
Beets,
Onions,
Turnips,
Apples,
All Kinds of
Vegetables
and Fruit,
Barn Refuse,
Etc., Etc.**

It handles them all without
bruising or injuring them.
Positively the best tool in
the world for these pur-
poses.

**Outwears a doz-
en Wire Scoops.**



**It's a Hummer
to Sell.**

"Order from Your
Jobber."

AMERICAN FORK & HOE COMPANY

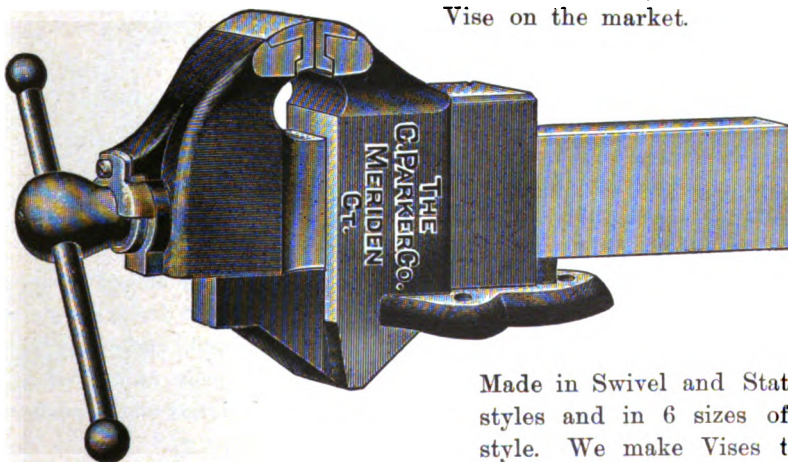
Export Office, 11 Broadway,
NEW YORK

CLEVELAND, OHIO

THE BEST AND LATEST IN VISES

The Parker Reinforced Slide

Solid Steel Bar running entire length of slide, making it the strongest
Vise on the market.



Made in Swivel and Stationary
styles and in 6 sizes of each
style. We make Vises to suit

all trades and in all sizes, and when you buy a **PARKER** you get the Best.

THE CHARLES PARKER COMPANY,

N. Y. Salesroom, 32 Warren St.

Factories, Meriden, Conn.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

We Have Often Told You that the Best Tools
on the Market are

Mayhew's Tools

WHY ?

Because they are made by experienced workmen, from the best material obtainable, most carefully finished and fully guaranteed. Catalogue sent on application.

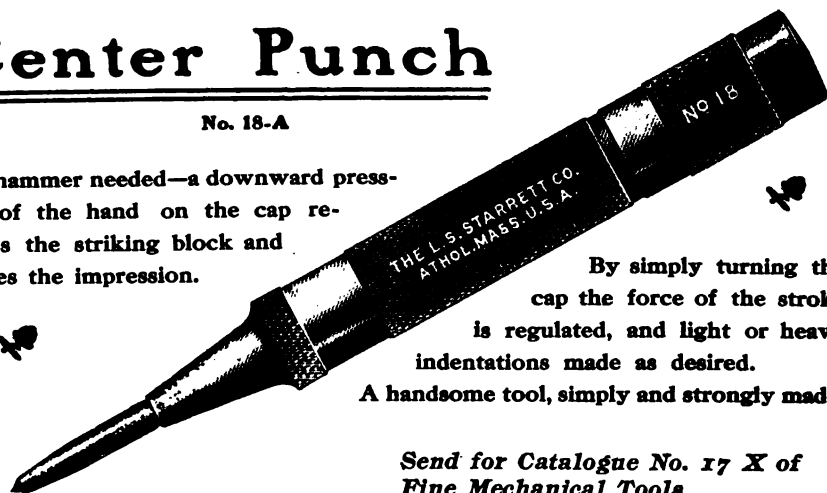
H. H. Mayhew Co.

SHELburnE FALLS, MASS., U. S. A.

ADJUSTABLE-STROKE AUTOMATIC Center Punch

No. 18-A

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

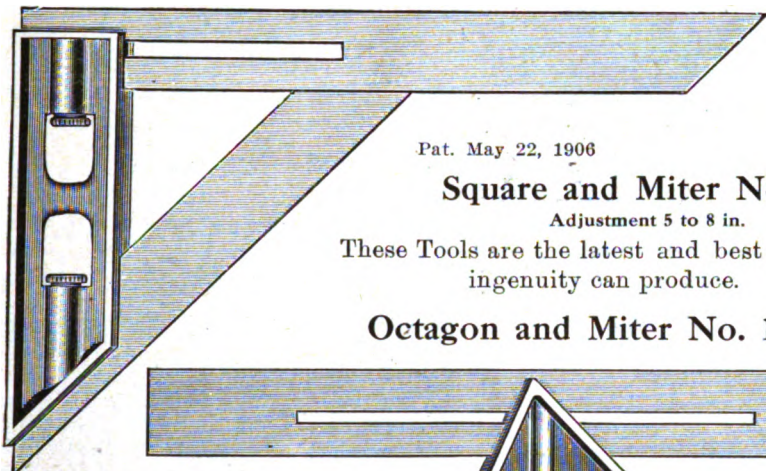


By simply turning the cap the force of the stroke is regulated, and light or heavy indentations made as desired.
A handsome tool, simply and strongly made.

Send for Catalogue No. 17 X of
Fine Mechanical Tools

The L. S. STARRETT CO., Athol, Mass., U. S. A.

THE FOX TOOLS



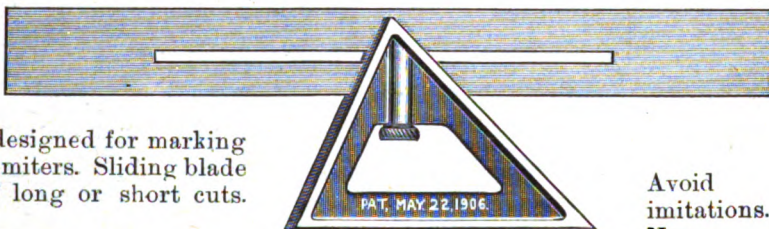
Pat. May 22, 1906

Square and Miter No. 10

Adjustment 5 to 8 in.

These Tools are the latest and best that Yankee ingenuity can produce.

Octagon and Miter No. 12



This Tool is designed for marking octagons and miters. Sliding blade will allow of long or short cuts.

Avoid imitations. None genuine without sliding blade.



No. 11 Try Miter and Gauge Square

Adjustment
4 1/4 to 8 1/2 in.



P. L. FOX

Patentee and
Sole Manufacturer of

Fox's Tools

432 William Street Bridgeport, Conn.
Retailers, ask your jobber about this line



SEND FOR
CATALOGUE

Ames Sword Company

CHICOPEE, MASS.



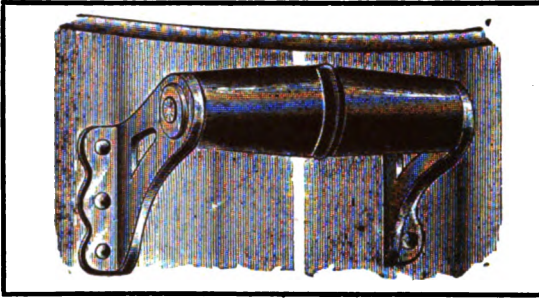
MANUFACTURERS OF

PATENT PERFECTION PADLOCKS

ALL SIZES

Half Inch to Two and a Half Inches

KEYSTONE BOILER HANDLES



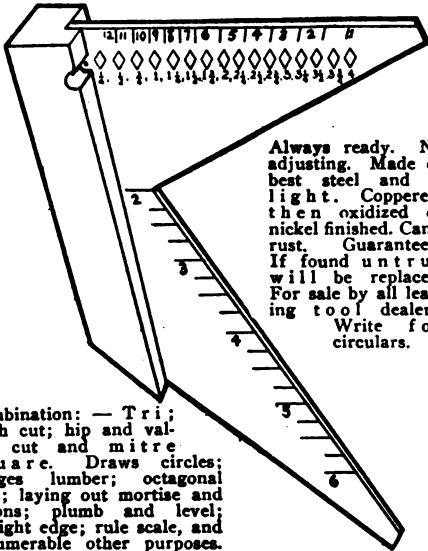
- No. 1. Regular size for oval boilers.
 - No. 2. Regular size for square boilers.
 - No. 3. Extra Heavy for oval boilers—can be shaped to fit square end boilers.
 - No. 3. Illustrated herewith.
- Send for samples.

BERGER BROS. COMPANY, PHILADELPHIA, PA.

THE NEW UNIVERSAL SQUARE (NEW STYLE)

Made in Three Sizes

No. 6, 6 ins. No. 10, 10 ins. No. 12, 12 ins.



Always ready. No adjusting. Made of best steel and is light. Coppered, then oxidized or nickel finished. Can't rust. Guaranteed. If found untrue will be replaced. For sale by all leading tool dealers. Write for circulars.

Combination: — Tri; pitch cut; hip and valley cut and mitre square. Draws circles; gauges lumber; octagonal cuts; laying out mortise and tenons; plumb and level; straight edge; rule scale, and innumerable other purposes. To operate you simply reverse it from side to side. It marks $\frac{1}{8}$ " on one side and $\frac{1}{4}$ " on the other.

THE DUBY & SHINN MFG. CO., Inc.

OFFICE AND WORKS: 24 E. 29th St., NEW YORK CITY

THE AJAX SELF WITHDRAWING WOOD BORING MACHINE

does not require a special auger
Will bore to any depth: strong
and durable. All important
parts of malleable iron. --
Sold by the wholesale hardware trade

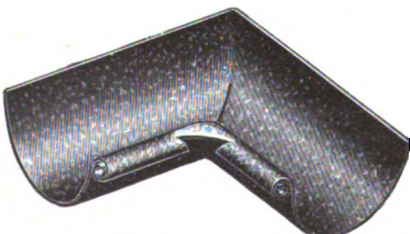
AJAX MANUFACTURING CO.
PITTSBURGH, PA.

Manufacturers of the Ajax and
Phillips Wood Boring Machines,
Standard and I.X.L. Saw Gummies,
Collins Self Feed and Dudgeon
Style Tube Expanders, Cutters, Swages, etc.



THE IMPROVED ONE PIECE MITER

Patented



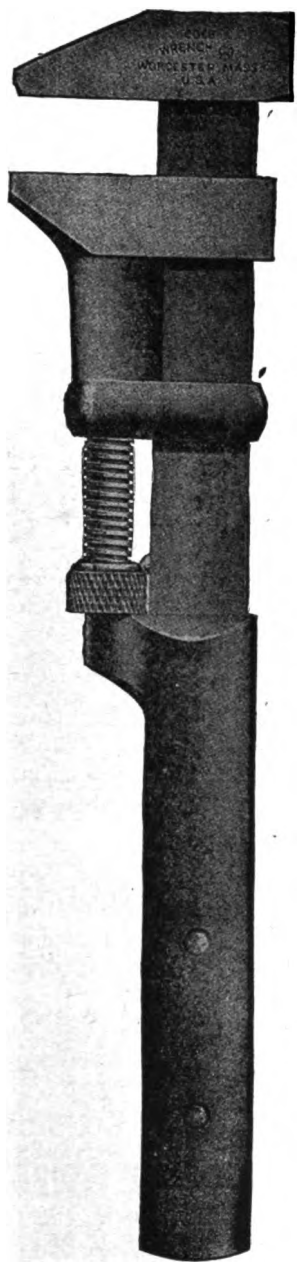
No more broken corners, no more stopping to make over or brace the commercial miter, a *great saving in labor*. Nothing but the very best galvanized iron is used. Made standard sizes in either single or double bead, lap or slip joint, inside or outside turn, are more roomy at the bend. Cheaper and better than any miter made.

Any other miter of similar construction is an infringement.

Manufactured by

J. E. Whitacre Mfg. Co., Rockford, Ill.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



When it Comes Right Down to
Good, Strong, Well Made
Wrenches There's Nothing Like
Coes' ^{Trade} "Knife-Handle" and ^{Mark}
Coes'  "Steel
Handle."

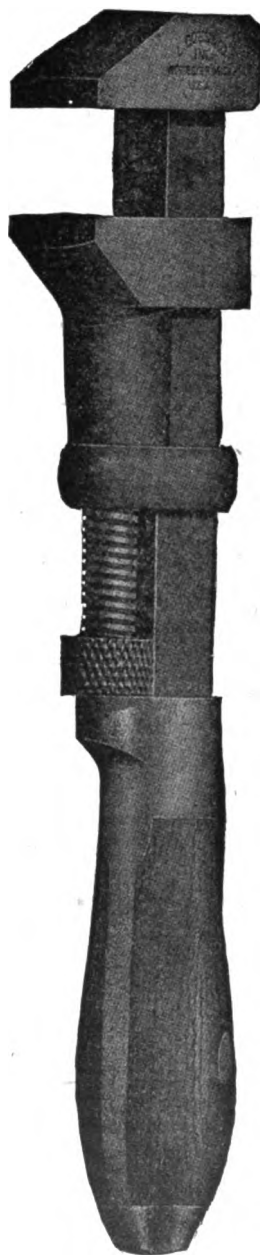
You machinists, steam engineers, and all who operate machinery know the value of STABILITY in a wrench and most of you know where to find it—in the Coes Wrench. Coes makes two wrenches—the Genuine "Knife Handle" Wrench and the New '91 "Steel Handle" Wrench. Each wrench is made for special service, and each fills that service admirably. Coes' "Knife-Handle" Wrench is THE Wrench for all ordinary use, and its adoption by the best shops proves its superiority. It is a wrench of few parts, simple and compact—the handle is the hardest of hard wood, mechanically secured at each end and reinforced at the center by a strong steel rivet—no splitting, no coming apart. This Wrench has a hardened Steel Bar and Jaw, Steel Castings in the Handle, Steel Hardened Screw, Rivet and Key, and is so thoroughly and strongly constructed that when the day's work is over it is always ready for more work. It is THE wrench for machinists—every time and all the time. Engineers, Miners, Brewers, all of you who cannot use wrenches that are affected by heat, moisture, or acids, here's Coes' All Steel Nut Tackler, and 'twill serve you well. This New Wrench of Coes is a corker—it's got to be to stand hard knocks. This Wrench is made to turn NUTS off, not the corners; an Extended Screw Support makes it almost impossible to do that. Most Steel Wrenches have a place for dirt to lodge—no place on the "Coes," a Ball Bearing Screw keeps it out. The Handle, an All-Steel Case, is fitted over the Shank and secured by two Steel Rivets and by upsetting the tip of the bar in the taper hole at the end of the handle. It's a strong wrench from every viewpoint—you'll never wear it out. These two Coes

Wrenches are sold at the lowest price at which the best made wrenches can be sold—steer clear of wrenches patterned after them and sold for less money. The substitute may look good, but it's the QUALITY that counts—"Coes" quality is a known quality. Ask for our Wrench Literature.

COES WRENCH COMPANY
Worcester, Mass.

SELLING AGENTS:

J. C. McCarty & Co., 10 Warren St., New York
J. H. Graham & Co., 113 Chambers St., New York



BEMIS & CALL

ADJUSTABLE - S - NUT WRENCH



This Improved Adjustable "S" Wrench, by its many advantages has become the standard among wrenches of this style.

The operating nut being of sufficient diameter, the Bemis & Call is easily adjusted by the thumb of the hand which holds it.

Graceful in Design. Constructed of Best Materials. King of Its Class.

**Head, Bar
and Shank,
ONE PIECE
STEEL
FORGING**



A Strong, Serviceable Combination of a Nut and Pipe Wrench that enables the mechanic to tackle any kind of a job without the aid or necessity of other wrenches.

Made of Best Material : Parts Interchangeable
Send for our Catalogue—It will interest you

Bemis & Call Hardware & Tool Co.
SPRINGFIELD, MASS.

Insist on Getting the Genuine



"B. & S." Combination Pliers

25 years on the market. Imitations are unsatisfactory. These pliers are *Drop Forged Steel* throughout.



MADE IN 4 SIZES

THE BILLINGS & SPENCER COMPANY, Hartford, Conn.



THE VANDEGRIFT WOOD HANDLE SCREW WRENCH

Hardwood Handle, parts fitted to stay, will not crack or break. Lower Jaw and Handle Shank of one solid piece, with machine steel studs inserted clear to base. Will outlast any ordinary wrench. Write for sample.

THE VANDEGRIFT MFG. CO., Shelbyville, Ind. New York Office, 296 Broadway.

Genuine Barnes



**8 SIZES, CUTTING
1-8 TO 12 INCH PIPE**
Made solely by

THE BARNES TOOL COMPANY, New Haven, Conn., U. S. A.

THREE WHEEL PIPE CUTTERS



Send for
Catalogue "E"

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

"Grand Rapids" Ball Bearing ALL STEEL SASH PULLEYS

are the only Steel Sash Pulleys made with solid steel balls running on a turned steel axle.

Every Dealer Should Write for Free Samples and Prices

We are the largest makers of Sash Pulleys in the world. The "GRAND RAPIDS" are the greatest sellers. *Get the Genuine.*

GRAND RAPIDS HARDWARE CO.

13 PEARL STREET,

GRAND RAPIDS, MICH.

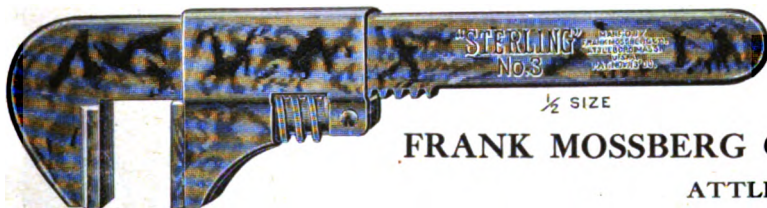


BICYCLE, AUTO AND SHOP WRENCHES

Sizes from 5 to 11 inches.

SOLD ON THEIR MERITS. EACH WRENCH GUARANTEED.

Nickel Plated or Mottled Finished.



**Thoroughly
Casehardened**

FRANK MOSSBERG CO.,

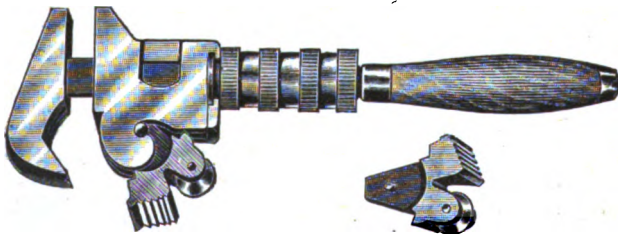
ATTLEBORO, MASS.

NOTHING LIKE IT !

**Cleverest Up-To-Date Tool on the Market—THE MASTERPIECE
COMBINATION PIPE AND MONKEY
WRENCH AND PIPE CUTTER.**

Quality and Utility Absolutely Guaranteed. It Does Its Work Easily and Perfectly. A High-Class, Attractive and Economical Tool. It Grips and Releases Instantly and Will Not Crush Pipe. The Eccentric Wheel Cuts Pipe True, Easy and Rapid.

Each Tool perfect, and will do the work of Three Separate Tools. The TIPPING feature in the Pipe Grip insures a positive and instant Grip, and holds Pipe firmly without crushing, will not slip or lock on the pipe, and releases instantly on backward movement without wedging. By throwing the Gripping Jaw back, the pipe can be placed or replaced in V of Wrench without running nut or sleeve back more than one turn. The PIPE CUTTER WHEEL is eccentric, thus insuring a free and rapid cutter, and enables the operator to force up on the nut, or sleeve, when low part of Wheel is in contact with the pipe.



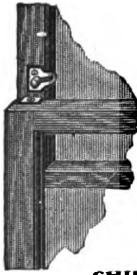
10 inch,	adjustable to pipe from	1/4 inch to	1 inch in Diameter.
12 "	"	3/4 "	1 1/4 "
15 "	"	1 1/2 "	2 1/4 "

Send for Prices. VISES, MACHINIST TOOLS and HARDWARE SPECIALTIES. Manufactured by

BONNEY VISE & TOOL WORKS, Inc.

3011 to 3015 Chestnut Street, Philadelphia, Pa.

FOR SALE BY ALL JOBBERS.



The Ives Window Ventilating Lock.

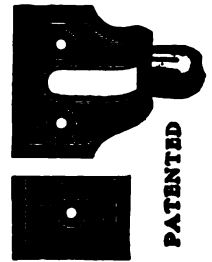
A Safeguard for Ventilating Rooms.
A Lock, quickly applied and operated.
Affording Sure Protection against Intruders.

CHILDREN KEPT IN.

BURGLARS KEPT OUT.

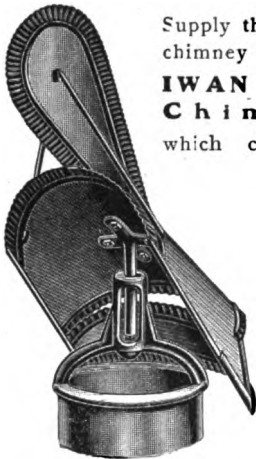
—WRITE FOR DESCRIPTIVE CIRCULAR—

THE H. B. IVES CO., NEW HAVEN, CONN., U. S. A.



PATENTED

Be Good to the Cook



Supply the poor drawing chimney with an

IWAN VOLCANO
Chimney Top

which creates a strong regular draft in all kinds of weather.

The hood of this top is the most practical of any on the market. Besides preventing the wind from blowing

into the chimney, the upward sloping opening in the back causes the wind to blow the smoke away and creates an upward draft from the chimney.

Advertise it to your townspeople. We furnish a cut free.

IWAN BROS., Streator, Ill.

MANUFACTURERS OF HARDWARE
SPECIALTIES

Berger Bros. Co., Phila., Pa., Eastern Distrib.



ARE MY GOODS SALABLE?

That is the question every merchant asks himself.

The answer will come at the end of the year when his books are balanced.

KEEN KUTTER

Goods are salable—good sellers, because having learned to make the right kind of tools after 40 years' experience, we are telling the public about them and creating an ever-growing reputation for them through our Advertising. This makes them salable and profitable for the retail merchant to handle—more profitable than any line or lines of tools and cutlery on earth, and the merchant who sells a complete line of **KEEN KUTTER** Tools is the one who will have a satisfactory balance on the right side of his ledger at the end of the year.

Those who handle **KEEN KUTTER** Goods get the benefit of our Advertising.



The "Chief" Floor Hinge

THE SHELBY
SPRING HINGE CO.
SHELBY, O.

NEW YORK OFFICE, 84-86 Chambers St.
CHICAGO OFFICE, 105 East Lake St.
BOSTON OFFICE, 118 Pearl St.

Ask for our new catalog of Double Acting Hinges and Builders' Hardware Specialties.



The Shelby Sash Lock

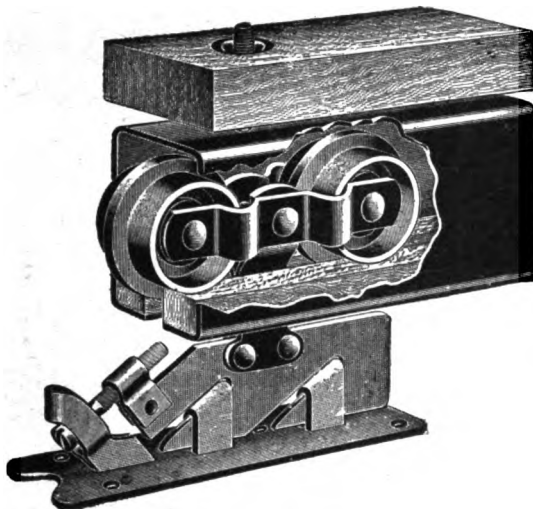


"Sales increasing?"
"Yes." This is what the Jobbers say about Bonanza furnaces.

Why? The user is satisfied and pleased. Jobbers sell at factory prices. Cash must accompany all orders sent to factory.

No. 38, one gal. size, \$5.75 net, or
No. 39, 3 qts. size, \$4.50 net.

The Turner Brass Works
61 Franklin Street, Chicago, Ill., U. S. A.



Wheels run on hard maple track. Adjustment in hanger and track. Track can be easily taken down after walls are plastered.

Noiselessness and Perfect Adjustment

are obtained in our No. 122

RICHARDS' ROYAL Ball-Bearing Trolley Housso Door Hanger

Immensely popular with architects and builders and

A Big Seller with the Dealers.

Write for Catalog of Door Hangers.

The Richards Mfg. Co.
AURORA, ILL., U. S. A.

NEW YORK OFFICE
101 Reade St.

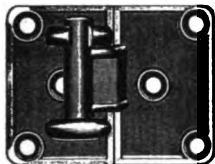


SUPERIOR FLOOR SPRING HINGES AND DOOR HOLDERS

Best and Neatest Yet

Order from your Jobber. If he hasn't them, write us, but take no substitute

SUPERIOR SPRING HINGE CO., 15 South Canal St., CHICAGO



Diehl's Storm Sash Hangers and Fasteners

DEIHL'S SEPARABLE HINGE :: Something New and Practical

for storm and screen doors, basement windows, barn windows, gates, etc. Doors and windows can be taken off without removing the hinges, a feat that cannot be duplicated by any other hanger on the market.

Write for Catalogue. It will more than interest you.

Diehl Novelty Co., - Sheboygan, Wis.



The "PHENIX" HANGER and FASTENER

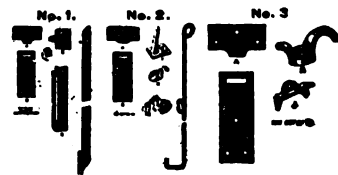
Solves the problem how to hang and fasten entire Screens and Storm Windows.

We have them to sell at 10, 15, 20 and 30 cents per set. For catalogue and trade discounts, address

Phenix Mfg. Company,

634 Center Street,

MILWAUKEE, WIS.



The Only Perfect Door Rail and Cap

Bird and Sleet proof. Door closes absolutely tight.

The ONLY Hanger that will adjust itself automatically to doors of from one to four inches in thickness, no matter how much out of plumb the wall may be. Is roller-bearing, fitted to the rail in such a manner that the door

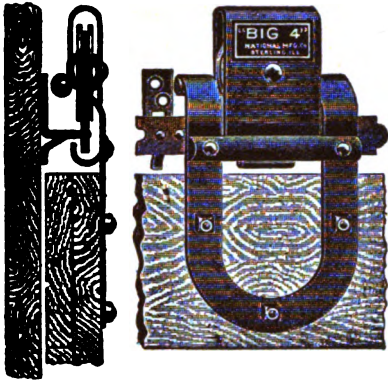
CANNOT JUMP THE TRACK.

Manufactured only by

AUTOMATIC DOOR RAIL COMPANY
624 W. Lake Street, CHICAGO, ILL.



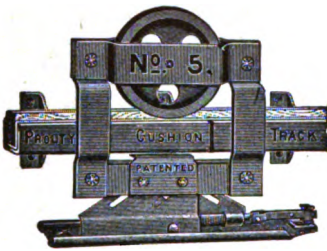
IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



"BIG 4" Flexible Door Hanger

*Anti-Friction - Cannot Jump the Track
Exclusive Sale Given*

National Mfg. Co.
STERLING, ILLINOIS

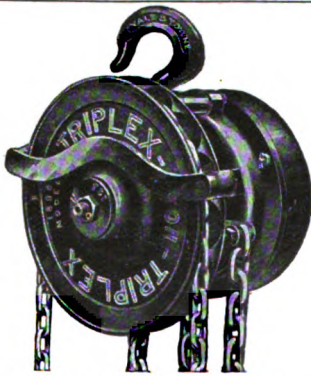


No. 5

SELL THE BEST

The Prouty No. 5 Cushion Track Hanger will relieve your builder from all the trouble he has previously experienced in Parlor Door Hangers and will save him hours in putting them up. Thousands of sets sold and not a complaint from anyone. Try them and convince yourself.

T. C. PROUTY CO., Ltd., Albion, Mich.
NEW YORK OFFICE, 23 Warren Street



YALE & TOWNE Chain Blocks

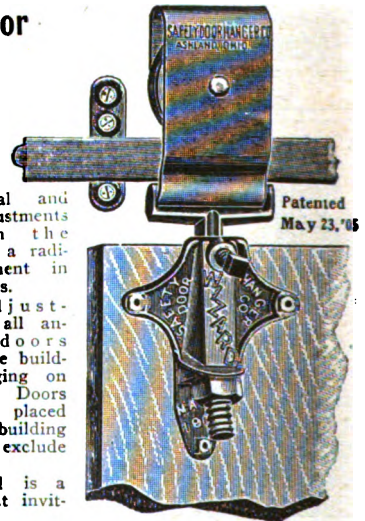
are regularly used in ice and cold storage plants, breweries, monumental works, warerooms, machine shops, slaughter houses, street car barns, engine rooms, boat houses and automobile garages.

Made in 3 types and 14 sizes.
Ask your jobber about them.

YALE & TOWNE MFG. CO.
9 Murray Street, New York

THE WIZARD ADJUSTABLE

A Superior
Hinge
Hanger



The Lateral and Vertical adjustments embodied in the Wizard mark a radical improvement in Hinge Hangers.

These adjustments avoid all annoyance of doors binding on the building or dragging on the bottom. Doors may also be placed close to the building so as to exclude cold.

The Wizard is a quick seller at inviting profits.

Ask your jobber or write us for prices.

MADE ONLY BY
SAFETY DOOR HANGER CO.
ASHLAND, OHIO
HAMILTON, ONT.

STANLEY'S STEEL CORRUGATED STRAP and T HINGES



LEADERS IN THEIR LINE

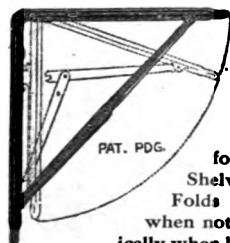
For Sale by All Jobbers

Send for "Autobiography of a Yankee
Hinge." Mailed Free

THE STANLEY WORKS

79 Chambers St.,
New York

NEW BRITAIN,
CONN.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket
for Folding or Swinging
Shelves.
Folds down against the wall
when not in use. Locks automati-
cally when lifted up.



Griffin's Pressed Steel Shelf Brackets

(PATENTED.)

Are the strongest, best finished and
best selling goods on the market.



Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
ERIE, PENNSYLVANIA

WARNING!

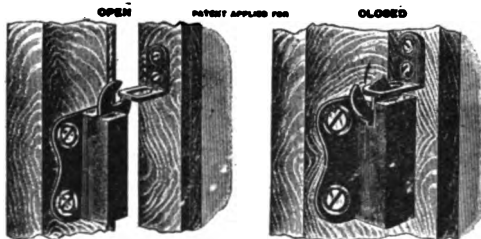
To whom it may concern:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American Door Catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court.

All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc.
DES MOINES, IOWA

WATROUS AUTOMATIC DOOR CATCH



For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Any one can put it on in two minutes. The lightest trip and the strongest hold. Moundel Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of some one covering your territory who does.

JAPANNED STEEL DOOR BUTTONS

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1 1/2 to 2 1/2 inches. Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.



Patent applied for

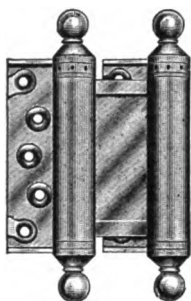
THE E. L. WATROUS MFG. CO.
DES MOINES, IOWA

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

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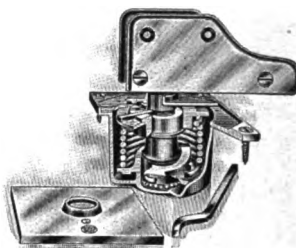
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TRIPLE-END SPRING BUTT



CHICAGO SPRING BUTT



CHICAGO FLOOR HINGE



Chicago Spring Butt Company
CHICAGO CATALOGUE ON REQUEST NEW YORK



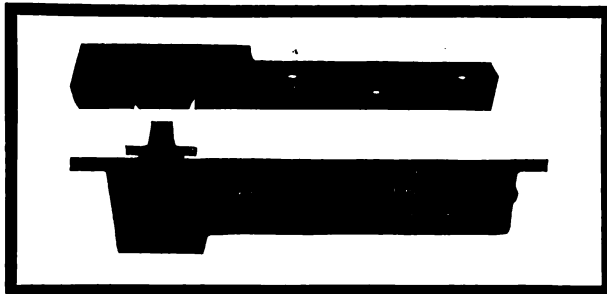
COLUMBIAN FLOOR SPRING HINGES

Notice in the cut below how simple the Columbian Floor Spring is.

An accurately made cam resting on ball bearings, revolves, forces a plunger along the rod shown, compresses the spring, etc. No complicated mechanism to get out of order.

If it is desired to swing a door slightly heavier or lighter than the ordinary, simply adjust by means of the ratchet which moves back or forth along the threaded part of rod and increases or weakens the tension of spring.

Send for catalog No. 18 giving ten other good features.



THE COLUMBIAN HARDWARE CO.

168 Church Street,
New York.

Manufacturers
CLEVELAND, OHIO.

26 Lake Street,
Chicago.

BOMMER

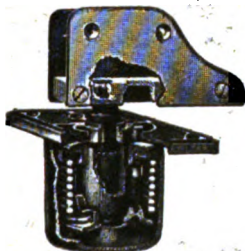
SPRING HINGES

ARE QUALITY GOODS



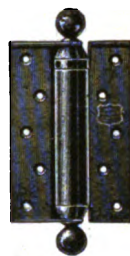
**IMITATED
BY ALL**

**Reject All
Substitutes**



**EQUALLED
BY NONE**

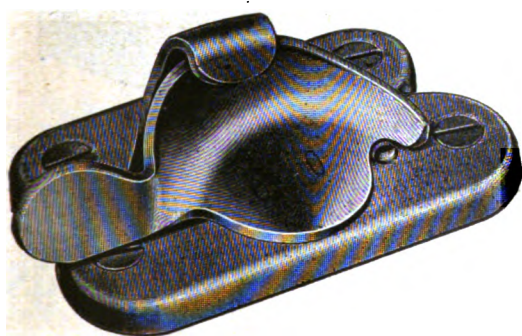
**Bommer's
Cost No More**



Your Jobbers Can Supply Them

Manufactured by **BOMMER BROTHERS**, Brooklyn, N. Y.

Established 1876



MONITOR SASH LOCKS

Never Break

You sell them and your customer wants them because they are the best.

**The Champlon
Safety Lock Co.**

GENEVA, OHIO



ASK YOUR JOBBER FOR

Hanson's Universal Balance and U. S. Family Scales

No. 1, 24 lbs. by ounces.
No. 6, 24 lbs. by ounces. Made
with Porcelain Enameled Pan.
No. B8, 24 lbs. by ounces, with
polished Brass Scoop, 12x7 in.

**The Scales That Will
Hold the Trade**

HANSON BROS.

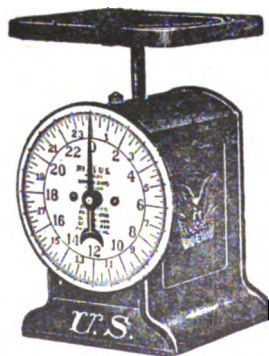
18 W. Randolph Street
Chicago, Ill., U. S. A.

Capacity, 24 lbs.

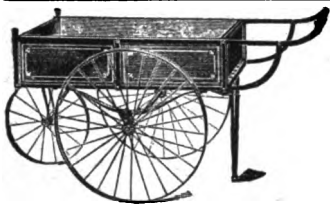
No. 24. Steel Top

No. 20 Scoop.

No. 22 Scoop with
flat form.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

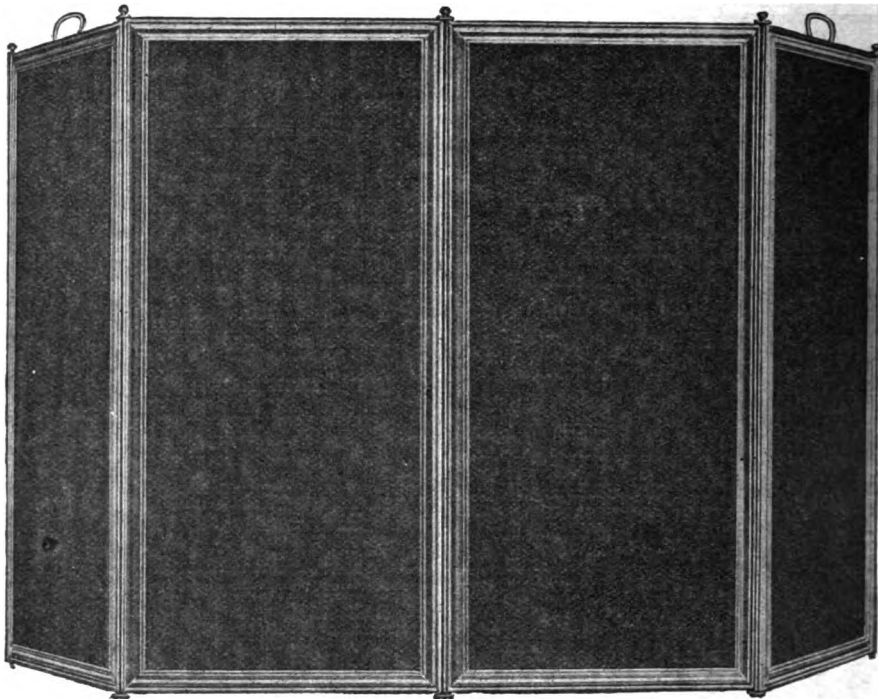


A Good Picture—A Still Better Cart

Wood or steel wheels of improved pattern. Three leaf strong spring. Box well ironed. Leg folds up to handle. Will carry 400 lbs. No. 332 A, small; No. 332 B, medium; No. 332 C, large. Can be furnished with drop end gate.

SYRACUSE CHILLED PLOW COMPANY

Syracuse, N. Y.. U. S. A.



FOLDING SCREENS

for the Fireplace in Brass, Black or Gilt. Send for special price list and illustrations.

THE S. M. HOWES CO.,

40-42-44-46 Union St., BOSTON.

503-525 Medford St., CHARLESTOWN, MASS.

We carry a full line of

Refrigerator Trimmings

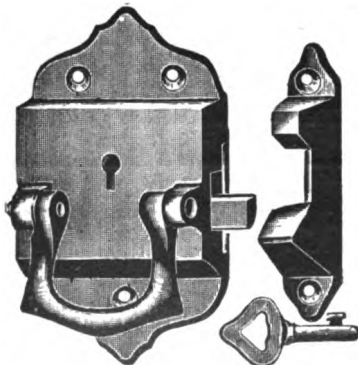
LOCKS, LEVERS, HINGES, ETC.

BUILDERS' HARDWARE

BOX AND CHEST TRIMMINGS

Special Goods Made to Order

Write for Catalogue



Brass Goods Mfg. Co.
BROOKLYN, N. Y.

HANOVER

WIRE FLY SCREEN
CLOTH AND
OTHER LINES

JOHN M. HART COMPANY

DIRECT REPRESENTATIVE
OF MANUFACTURERS' EXCLUSIVE
JOBBER TRADE

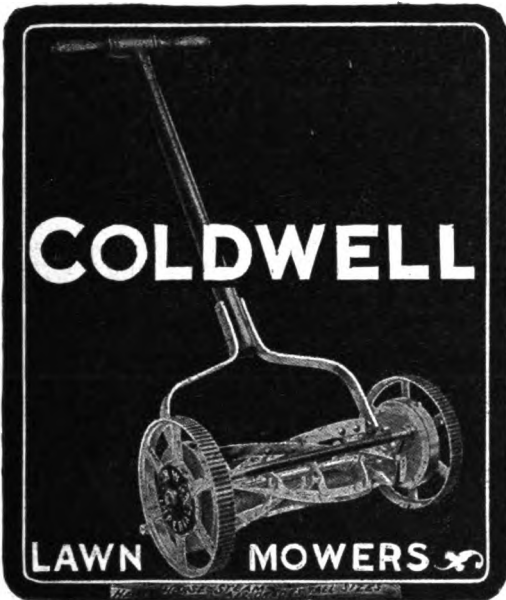
GENERAL OFFICES:

ADAMS BLOCK, CHICAGO,

OFFICES:

ST. LOUIS
KANSAS CITY
ST. PAUL
MEMPHIS
GRAND RAPIDS

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



COLDWELL

LAWN MOWERS

COLDWELL LAWN MOWERS

Hand Power
Horse Power
Motor Power


ALL STYLES ALL PRICES

OVER 600 COLDWELL LAWN MOWERS
in use on the Parks of New
York (Greater).

SEND FOR CATALOGUE.

COLDWELL LAWN MOWER COMPANY,
NEWBURGH, N. Y.

THE METALLIC GRASS CATCHER
IS MADE OF
GALVANIZED WIRE



It fits any lawn mower, and may
be attached or detached instantly.
It is light, strong and dur-
able. The
Hardware
Jobbers
sell them.

**GET
THE
BEST**

Address **PERRY, DIXON CO.**
MERRIAM PARK, ST. PAUL, MINNESOTA

Easy Emptying Grass Catchers
are now made with
Galvanized Steel Bottoms



having adjustable Front Flaps,
as well as with regular duck bot-
toms. Made in two sizes, which
fit any size or make of lawn
mower, and are guaranteed
to give entire satisfaction.
Sold through Hardware Job-
bers. Manufactured by

**The Specialty
Mfg. Co.**
St. Anthony
Park, Minn.



**OSBORN
LAWNMOWER
SHARPENER
BEATS THEM ALL**

Simple in Construction
Always ready for use
Sold by leading Jobbers

THE OSBORN MANUFACTURING CO.
CLEVELAND, O.

The Nettleton Reversible Nipper



Made in 5 Sizes,
6, 8, 10, 12 and 14-inch

Every Pair Fully Warranted Against Flaws.
2 TOOLS IN 1

There are two fine cutting edges to each blade, each
held in place by screws. Jaws unusually strong, easily
reversible, adjustable and interchangeable.
6 and 8-inch made for cutting piano wire.
Send for Sample and Prices.

**The Nettleton Mfg. Co., MIDDLETOWN,
CONN.**
New York Office and Salesroom: 157 Chambers St.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

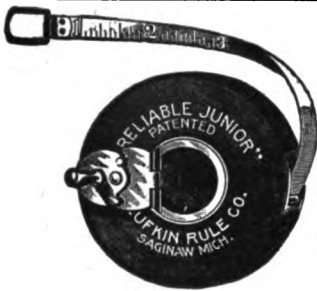
CIGAR MAKERS' CUTTING TOOLS

BEST OF STEEL
Best for the Money



WRITE FOR OUR
80-PAGE CATALOGUE
AND TRADE PRICES

KRAUT & DOHNAL
CUTLERS & GRINDERS Dept. H, 168 S. Clark St., CHICAGO



For Sale Everywhere.
Send for Catalogue.

LUFKIN

TAPES AND RULES

Are the Best in the World.
Made by **THE LUFKIN RULE CO.**
Saginaw, Mich., U. S. A.
New York London

TO CLOSE OUT ONE THOUSAND 400-lb. SIX HOLE STEEL RANGES



These Ranges Formerly Retailed at \$40 Each.

On account of change in patterns I will close out the entire lot

At \$15 Each

They have six 8-inch lids; Top Cooking Surface, 30 x 34; Large Warming Closet; 15-Gallon reservoir; Oven 17 x 21 x 12; Duplex Grates; Burn Wood or Coal. Lined throughout with Asbestos. *Guaranteed strictly first-class in every respect. Big snap for cash buyers.* For particulars, address

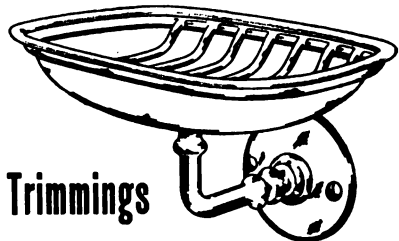
WM. G. WILLARD

Room No. 59 Willard Bldg., Chestnut St., near 4th St., St. Louis, Mo



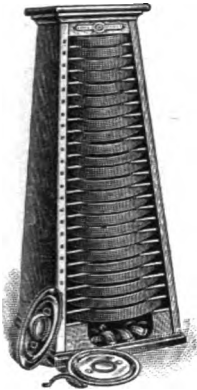
Now is the
TIME
To adopt our
LINE
of

Bath Room Trimmings

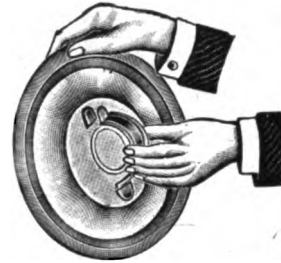


For the coming year. Excellent Goods. Moderate Prices. We make over 80 patterns, all solid Brass, Nickered. Ask your Jobber about our goods. Ask us for Catalog K.

Address **NOVELTY MFG. CO., Dept. K, WATERBURY, CONN.**



THIS Pot Cover Cabinet FURNISHED WITH OUTFIT OF OUR NEW Spring-In Handle Pot Cover



Adjusting a Spring-in Handle.

For further information write

LASHER MFG. CO., Inc., Davenport, Iowa



IS "HUMAN NATURE" YOUR CLERK?

The greatest sales force on Earth is a true knowledge of Human Nature. Suppose a man buys a cheap, inferior imitation of "3 in One." He's more than likely to conclude that everything else you have is equally bad. That's all wrong, but—

If "3 in One" pleases, as it must, isn't he likely to come back not only for more oil, but for other things? Think it over.

Write your jobber for large and small size bottles.

G. W. COLE COMPANY

145 BROADWAY, - - NEW YORK CITY

"GLOBE" VENTILATOR

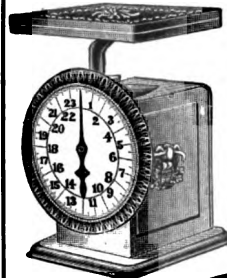
and "Globe Ventilated Ridging" are
Simple, Symmetrical, Storm
Proof, Satisfactory



Copper, Galvanized Iron and with Glass Tops.
Send for Blue Print, Catalogue or Model.
Manufactured by

**Globe Ventilator Company
TROY, N. Y.**

Pelouze Family Scales



**Prudent
Housekeepers
Use Pelouze
Family Scales**

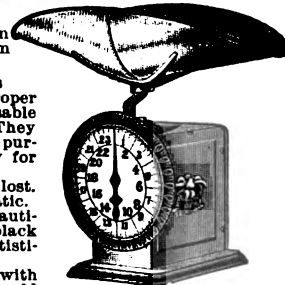
(Warranted)

They can be instantly
adjusted for plate, basket
or scoop.

**CAPACITY
21 pounds by ounces**

No. E90 Steel Platform
No. 90 1/4 Tile Platform

The Pelouze Scales
are invaluable to proper
cooking; indispensable
in preserving. They
keep check on your purchases. Soon pay for
themselves.
No weights to get lost.
Absolutely automatic.
These Scales are beautifully
finished in black
enamel and are artistically
ornamented.
Extra Large Dial with
Silver center and gold
border. Very attractive.
Made of cold rolled steel



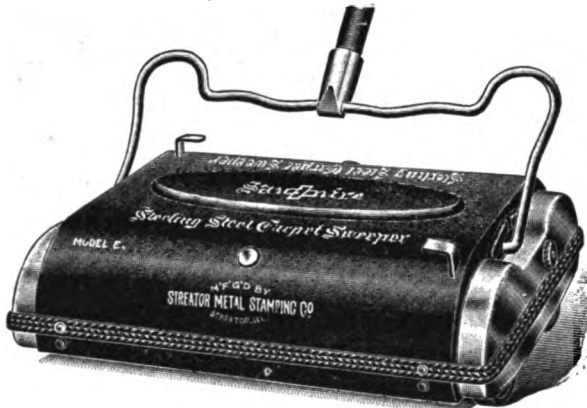
No. T90 Tin Scoop
No. B90 Brass Scoop

Send for Quantity Prices

Pelouze Scale & Mfg. Co.
118-132 West Jackson Boulevard, Chicago

STERLING STEEL CARPET SWEEPERS ONLY SANITARY SWEEPER MADE

Our superb line of **STERLING STEEL CARPET SWEEPERS** is a distinct novelty, containing all of the good points of the highest class sweepers, together with numerous advantages and improvements. Made entirely of cold rolled, drawn, sheet steel, presenting the **HANDSOMEST FINISH** ever shown in sweeper construction and producing the **ONLY SANITARY SWEEPER MADE, NO FREAKS, NO EXPERIMENTS**, but rational improvements and developments that can be demonstrated by any fair minded person. Sold **STRICTLY ON MERITS**. Satisfaction positively guaranteed. Critical experts acknowledge **STERLING STEEL CARPET SWEEPERS** show greater development in sweeper construction than all others in the past thirty years.



"MODEL F, SANITAIRE"

"All working parts protected from dust"

"Guaranteed to sweep when others fail"

"Prices absolutely maintained"

**No argument necessary
Sell on sight**

Write for Illustrated Catalog

MANUFACTURED BY
**STREATOR METAL
STAMPING CO.**
Streator, Ill., U. S. A.

Branches:
SAN FRANCISCO, 105 Front Street
NEW YORK, No. 10 Warren Street
CHICAGO, 86 E. Lake Street

Can You Move a Hot Stove?

Hot or cold, big or little, the Baltzly will move them so easy you will hate to take the money.

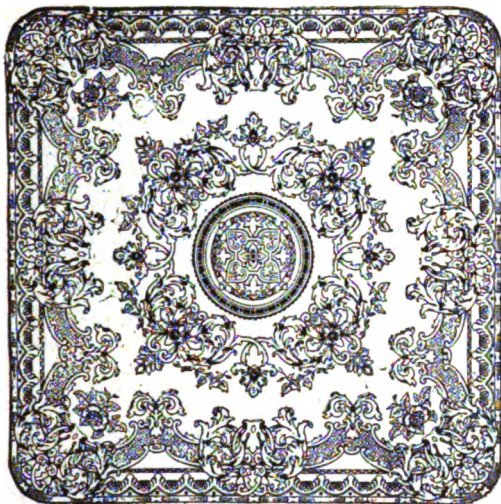
Made of steel. Not expensive. A postal will put you in touch with 400 articles that will bring the people and their dollars into your store. Write now before you forget it.



Arcade Mfg. Co., Freeport, Ill.

Opalite Refrigerators

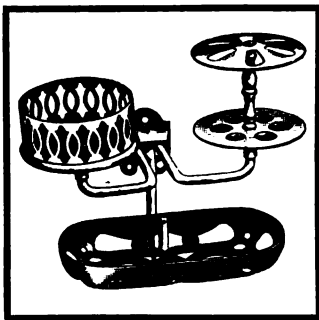
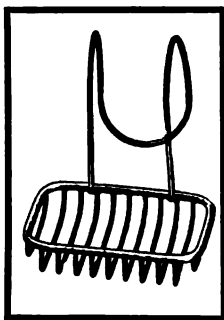
And STOVE BOARDS



Paper Lined Zinc
 Paper Lined Crystal
 Wood Lined Crystal
 Paper Lined Embossed
 Wood Lined Embossed
 Round, Square and Oblong

Catalogue with sizes, prices
 and discounts sent upon
 application.

COOPER & McKEE, 119 Lorimer Street, Brooklyn, N. Y.



Samples from our complete line of Bath Room
 Trimmings. Catalogues of Bath Room Trimmings
 and Furniture Trimmings sent on request.

AMERICAN RING CO., Waterbury, Conn.

**CAST AND WROUGHT BRASS KNOBS
 BRASS UPHOLSTERY NAILS**

**OTHER FURNITURE TRIMMINGS IN
 GREAT VARIETY**

BRANCH | New York, 1 & 2 Hudson St.
 OFFICES | Boston, 170 Summer St.

Chicago, 199 Lake St
 Oakland, Cal., Temporary office, 208 Woodmen Bldg.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

The Lovell Window Operating Device

The Best Window Opening Apparatus on the Market and the Only One That Will, if Desired, Operate a Line of Sash 500 Feet Long From One Station.

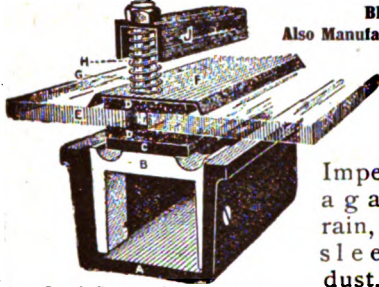
Easily erected with the aid of blue prints, and full directions sent with every shipment.

Manufactured and Erected by **THE G. DROUVE CO.**

BRIDGEPORT, CONN.

Also Manufacturers and Erectors of the

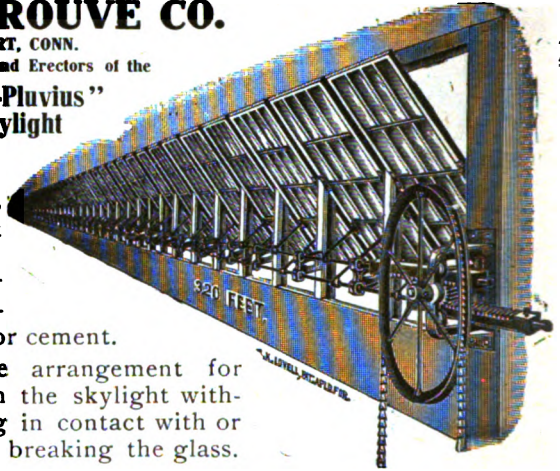
**"Anti-Pluvius"
Skylight**



- A.—Steel Supporting Bar
- B.—Mall. Iron Bridge
- C.—Flat Iron
- D.—Felt
- E.—Glass
- F.—Copper Sheet Cap
- G.—Coil Galv. Brass Spring
- H.—Galv. Brass Stud
- J.—Bridge (for walking on skylight)

Impervious against rain, snow, sleet or dust, without putty or cement.

Bridge arrangement for walking on the skylight without coming in contact with or danger of breaking the glass.



HAMMERS

*Vaughan & Bushnell
Manufacturing Co.*

EAGLE BRAND



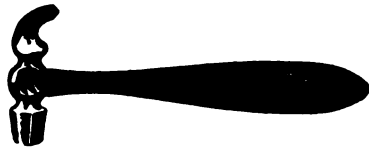
OUR Eagle stamp on a hammer is a small thing to look for, but a great thing to find. It insures, first of all, *quality*; second, *careful and skilled workmanship*; third, *correct pattern*; and greatest of all, it insures *perfect tempering*, without which no hammer, wherever or however made, can give uniformly good results.

Manufactured at Chicago, Ill., U. S. A., by

Vaughan & Bushnell Manufacturing Co.

Toolsmiths

1906



Write us for prices and discounts

We are Headquarters for Quick-Selling Specialties
FIVE AND TEN CENT GOODS

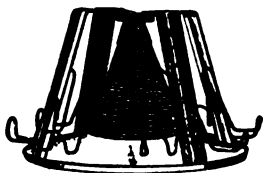
Nickel-Plated Hammers

Our line is not equaled in quality, style, finish and price. Let us prove this assertion. Our catalogue will interest you.

Franklin Specialty Co.

811 Cherry Street

Reading, Pa.



THE ORIGINAL AND ONLY INCANDESCENT

Wire Cone Toaster

For Gas or Gasoline Stoves

HARKINS & WILLIS, Manufacturers, ANN ARBOR, MICHIGAN

Convex bottom—fits all stoves—
Grooved Edge catches the crumbs—
Open top toasts the fifth slice—
Or heats Plate, Tea or Coffee Pot—
Toasts five slices in two minutes—
Once tried will use no other—

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



THERE are a lot of mighty good points about this "PRISCO" Bread Mixer, that you ought to know.

The extreme simplicity, the novel stirring rod, the heavily coated pail, the clamp screw that holds the Mixer, but doesn't bore holes in the table, the cover with full directions stamped on it, the *very attractive prices* we're naming on this Bread Mixer.

Just send us your name and address, and we'll tell you all about the "PRISCO" Bread Mixer, and quote our prices.

THE PRITCHARD-STRONG CO.

29 Circle Street, - - - ROCHESTER, N. Y.

Chicago Office : Republic Building

For the Gasoline Season

Your customers eat TOAST in the summer as well as in the colder months when the coal or wood stove is working, and the fact that the STANDARD TOASTER will make crisp, brown, delicious toast over an ordinary gasoline flame, will help you not a little in selling gasoline stoves.

The STANDARD TOASTER

Toasts bread equally well over a gas, gasoline, coal or wood stove.

The Handsome Display Stand
COSTS YOU NOTHING.

Ask your Jobber to include one with your next order. If he will not supply you, ask us.

The STANDARD STAMPING CO.

MARYSVILLE, O.





For the 5 and 10 Cent Counter

ABSOLUTELY NEW

A Shelf Bracket

WITH SCREWS ATTACHED

A New Feature. By means of the ingenious device (patent applied for) illustrated herewith, **the Screws for each Bracket are attached to the Bracket itself.** This method of packing the goods has been found to be a great convenience where a large counter business is done. **The Clerk** can attend to an increased number of sales.

The Customer will not reach home to find that the wrong sizes have been put up, or perhaps that the screws have been omitted altogether.

Write for circulars showing full line of Brackets, Coat and Hat Hooks, Spoons, etc.

THE ATLAS MFG. CO., New Haven, Conn., U. S. A.

New York Representatives: J. C. McCARTY & CO., 10 Warren St.



No. 1. For Children from 6 to 15 years

Glascok's Racers

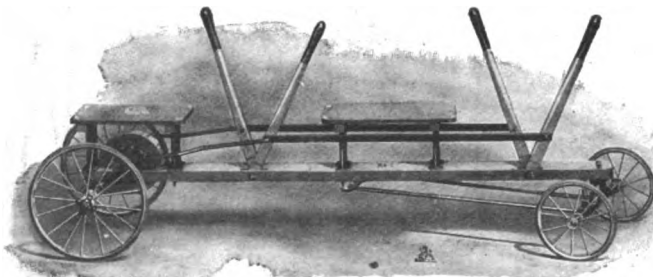
**THE HILL CLIMBERS
THE MONEY-MAKERS**



No. 3. For Girls from 6 to 15 years

Built for all sized children. Boys and Girls. The strongest and speediest car built. Geared. Has gear wheels encased. Has three different motions. The best advertised line of Hand Cars on the market. We advertise for the Merchants. **The Money-Makers.**

WRITE US FOR CATALOGUE AND PRICES



No. 12. For Two Children, 6 to 15 years



No. 4 Junior
For Children from 2 to 6 years

GLASCOCK BROS. MFG. CO., Muncie, Indiana

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE HUSTLER ASH SIFTER

"Say, this is Great!"



**Don't Delay
Your Orders
for
Hustler Sifters**

The demand will be
tremendous when
the Season fairly
opens.

**THE HUSTLER PLEASES EVERYBODY.
NO DUST. NO DIRT.
IS A QUICK SELLER.**

TIME TO ORDER IS NOW and be sure of prompt delivery.

To those who place their orders before Sept. 1st, we will allow Sept. 15th dating.
We do this to enable us to fill orders promptly later in the Season.

MADE ONLY BY

HILL DRYER CO., 315 Park Ave., WORCESTER, MASS.



Patented

SOON you will buy some of our improved ASH and GARBAGE CANS. *Because they have no rivets to pull out, linked hoops to pull off or thin bottoms to rust out; galvanized after assembling*

"Body is one piece, having ten flutes inside of which are $\frac{1}{4}$ -inch iron rods run through holes in solid top and solid bottom, making it impossible to pull the bottom and top apart." *For full particulars write to:*

THE ARROW CAN COMPANY

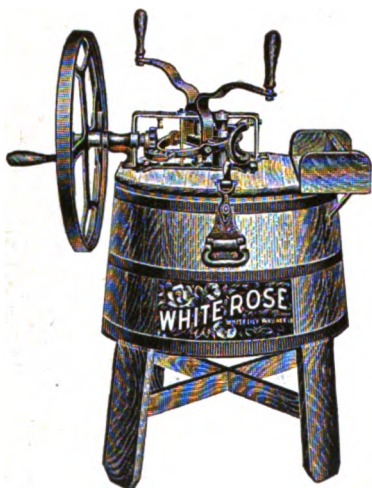
SOLE MANUFACTURERS

35 WARREN STREET, NEW YORK

THE ARROW CAN



Our Specialty



... THE ...

WHITE ROSE

IS WITHOUT A COMPETITOR

It is actually BALL BEARING and has proved the most phenomenal seller ever placed upon the market.

Write To-day for

EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

Toledo, Ohio Davenport, Iowa

ELLERS METAL CEILINGS

LATEST AND BEST DESIGNS

EASY TO PUT ON. EASY TO SELL. PRICES ALWAYS RIGHT.

ELLERS ROOFING TIN

THE KIND THAT LASTS

SAMPLES AND PRICES ON APPLICATION

THE ELLER MFG CO.

SUCCESSORS TO J.H. ELLER & CO. OHIO

CORNICE

SKYLIGHTS

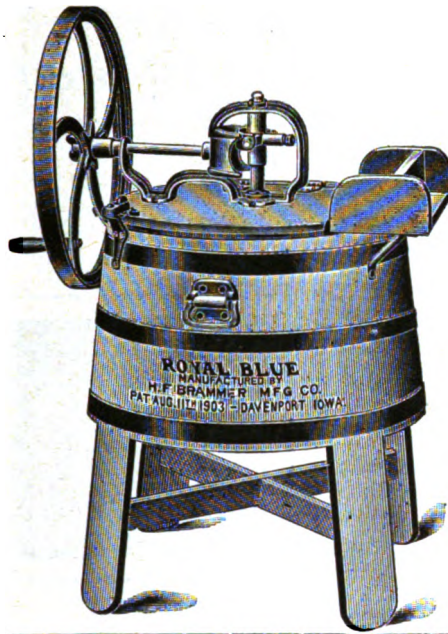
COKE- AND CHARCOAL PLATES. SOLDER. HANGERS ETC.

EAVES TROUGH. CONDUCTOR PIPE. ROOFING. SIDING ETC.

GERTS-LUMBARD & CO.
Brush Makers

Trade Catalogue on Application. 208.210 RANDOLPH STREET, OHIO 490, ILL.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



NOW IS THE TIME!

Don't wait until to-morrow
but write at once for the
exclusive agency for the

Royal Blue Washing Machine

Finished in natural color of wood.
Hoops and castings painted
with Royal Blue Enamel

H. F. Brammer Mfg. Co.

1469 W. 2d Street, DAVENPORT, IOWA.



Wrings the Mop dry.

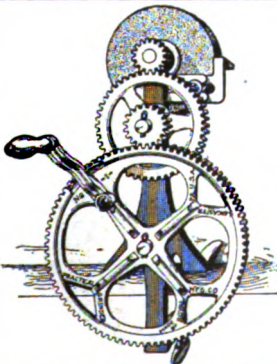
Peerless
Iceland

These are the
tracers that sell

Both feet rest firmly on the floor—
no danger of upsetting bucket and
wetting feet. *Pressure* that wrings
mop is from a *spring*, not from the
foot. Two springs, one on either side
are independent of each other, *pressure*
adjusts itself to any uneven-
ness of mop—wrings all of mop
thoroughly.

Tub is strong and extra braced. Rollers are
solid maple and *never* stick. Attractively
labeled—make good display in your store—
sure to please customers. *Ask your jobber.*

THE DANA MFG. CO., Cincinnati
10 Warren St., New York



BEATS THE GRINDSTONE TEN TIMES OVER HAND POWER AND FOOT POWER GRINDERS AND TOOL SHARPENERS

Alundum Grinding Wheels. Consumers need this kind every day in
the year. Four Sizes. Write for Catalogue.

Discount to the Trade.

ROYAL MANUFACTURING CO.,

208 East Walnut Street, Lancaster, Penna., U. S. A.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Eagle Mop Wringers and Buckets Combined

"AHEAD OF THE REST"



The "JUST AS GOOD" is not yet made.
Our line is the standard of Comparison, the Highest point of Mechanic's skill. To appreciate their Merits, you must see them.
We enjoy the proud distinction of being the LARGEST manufacturers in this line. Our SALES are GREATER than the COMBINED sales of all others. The reason is that the EAGLE has better features, is more PRACTICAL and built better than others. To be had from all jobbers. A Catalogue for the asking.

Ohio Detachable Mops

Are Supplanting All Others.

No Cotton Wasted.
Cannot Pull or Rot Off Handle.
For Simplicity and Durability are Unexcelled.
We Guarantee Their Construction and Full Weight.
Are very simple, cotton being clamped with a positive grip by wire which will not break or rust.
Every head comes ready for attachment.
They cover more floor space and outlast the old style round mop of equal ounces.
They are the only perfect Mop Heads and Handles offered to the trade, and we are justified in stating they are the BEST.
Jobbers all over the country taking on this line; ask them.



EAGLE COOPERAGE WORKS,

CIRCLEVILLE,

Sole Manufacturers,

OHIO, U. S. A.

We Manufacture a Choice Assortment of Strictly
High-Grade

AIR-TIGHT HEATERS



Get Our Catalog and Prices

The B. C. BIBB STOVE CO.

101 to 109 Light Street, - BALTIMORE, MD.

This,

Trade



Mark

Guarantees

Satisfaction

THE "WHITE" MOP WRINGERS

Satisfy Everybody

because they wring the mop perfectly. Others, failing to do this, depend on "talking points." The "White" talks for itself. When a man offers you something "better," or "just as good for less money," invite him to the wringing test.

Ask your jobber for the "White."
Send for Booklet.

WHITE MOP WRINGER CO.
Fultonville, N. Y., U. S. A.
(Formerly Jamaica, Vt.)

BEWARE OF INFRINGEMENTS



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SANITARY**PARAGON WASHER****Important Notice****STILL WAY BEHIND!**

but with increased manufacturing facilities we hope to catch up with our orders.

We owe our success to the unequalled merits of our machine and to the efforts of 3,000 enthusiastic Hardware Dealers, who appreciate a meritorious article.

BE SURE

to send for our 20 page Art Catalogue. It will open your eyes.

PARAGON MFG. CO.

543 Monmouth Block, CHICAGO
1176 3rd Avenue, NEW YORK

➔ Absolute protection of Dealers guaranteed. ➔

ATTENTION!—JOBBER AND DEALERS

The Servant Question has Invaded every Household in the Land.
The Housewife Looked Forward to Wash Day with Horror.
The Problem has been solved by the

MAJESTIC ROTARY WASHER

Blue Monday is transformed into a bright, sunny day. The Majestic does the week's washing in an hour. The large Fly Wheel and Roller Bearings make it so easy to run that a child can operate it.



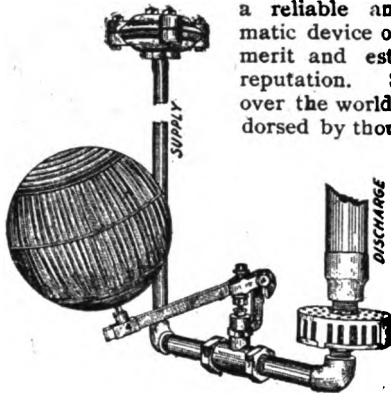
Tub is made of Virginia White Cedar, bound with Electric Welded Wire Hoops. We receive inquiries daily from housekeepers asking where they can buy the Majestic. It is the Machine for the jobber and dealer to handle. An Easy Seller. Write us for booklet and prices.

RICHMOND CEDAR WORKS, Manufacturers of
HIGH GRADE WASHING MACHINES
RICHMOND, VIRGINIA

WET CELLARS

Positively, permanently and economically
drained by the

Gilmax Gellar Drainer,



a reliable and automatic device of proven merit and established reputation. Sold all over the world and endorsed by thousands of users.

Circulars, prices, and full information on application to the sole m'rs,

The C. M. Kemp Mfg. Co.,
BALTIMORE, MD.

Also manufacturers of Climax Gas Apparatus, Climax Ratchet Stock, Climax Soil Pipe Testing Plug, Pipe Visés, &c.

RIVETING MACHINE



Automatic Wire Straighteners and Cutters
Riveting Machines
Cotter Pin Machines
Buckle Tongue Machines
S Hook Machines
Cold Roll Swaging Machines
Staple Machines
Butt Milling Machines
Butt Drilling Machines
Sprue Cutters
Special Automatic Wire Forming Machinery

The F. B. Shuster Co.
Formerly John Ait & Son
New Haven, Conn.

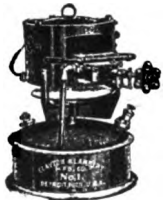


MULLION WINDOW PULLEYS

Guaranteed Superior to any other Mullion Window Pulley made. Accepted on Government Buildings. Send for complete descriptive catalogue and price list.

GARDNER
SASH BALANCE CO.
119 Monroe St., CHICAGO

No. 1
Fire Pot



Six Dollars Net

The Good Old No. 1 Fire Pot

Is known and used by up-to-date mechanics everywhere. Ask any user and he will tell you that it is the best on earth and advise you to buy it in preference to anything else. There are thousands of them in use every day and the advantages they possess enable the users to add many a dollar to their profits. Jobbers are authorized to sell at factory price under our guarantee, "Your money back if you are not pleased."

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.



ROBERTSON "HORSESHOE MAGNET" HAMMERS

(Trade Mark)



Every hammer stamped with name and trade mark.

For **BILL POSTERS, TRAVELING ADVERTISERS, UNDERTAKERS, UPHOLSTERERS, PAPER HANGERS,** Etc. Also Tack Hammer size for household and general use. Forged from fine steel, warranted strong, permanent magnets.



ARTHUR R. ROBERTSON, Sole Manufacturer (Owner of the Horseshoe Magnet Trade Marks), 144 Oliver Street, Boston, Mass.

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1876 THIRTIETH ANNIVERSARY OF THE BISSELL SWEEPER 1906

Thirty years ago the Bissell Sweeper was introduced on the market, and during this time it has met all competition, maintaining from the start a foremost position, and recognized to-day as the leading carpet sweeper throughout the world.

We realized in the beginning that success in the carpet sweeper business could only be attained by concentrating all our thought and effort on this one article, and the history of the business proves that our judgment was correct, as whenever it has been attempted to manufacture a carpet sweeper in connection with another line, failure has been the result.

BISSELL'S

sweeper has been imitated in several foreign countries as well as in this country, and notwithstanding the disposition of the foreign merchant to favor home industry, the superiority of the Bissell is so generally recognized, that we command the bulk of the sweeper trade of the world. This is not a mere boast, but a true statement of fact. The Bissell is the sweeper of fine mechanism and finish, of reputation, that is advertised extensively, that is universally in demand, and that is sold at fixed retail prices that insures the dealer a good profit.

Our Fall Fair Offer will be an attractive one, and will be issued July 15. Write for this offer.

BISSELL CARPET SWEEPER CO., Grand Rapids, Mich.

(Largest and only exclusive manufacturers of carpet sweepers in the world)

BRANCHES: New York.

Toronto.

London.

Paris.

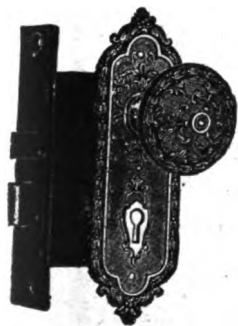
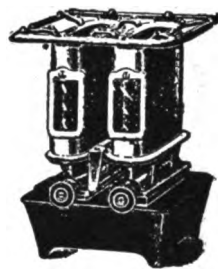
The Taylor & Boggis Foundry Co.

CLEVELAND, O.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS. BUILDERS' HARDWARE.

Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes Hardware Specialties.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



OVERLAND COASTER WAGON

Steel gear; malleable fifth wheel. Reliable steering mechanism. Heavy 11-inch wheels with malleable iron felloes and tire. 7-16-inch angle steel spokes. Removable skeleton type express box. Equipped with hand brake. Attractively finished in six sizes.

Sold by Leading Jobbers Everywhere

Manufactured by

HUNT, HELM, FERRIS & CO., Harvard, Ill.

AN INTERESTING PROPOSITION

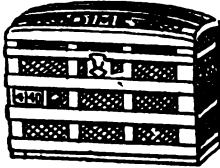
Reliable Trunk Registering Banks

The kind that register and are guaranteed in every particular, at special low prices. Write for Quotations.

N. B.—Single Registering Trunk Banks, Oxidized Copper Finish, at \$4 per doz. up.

O. B. FISH, Manufacturer, 6 Harrison Street, NEW YORK

Ask Your Jobbers for Them.



Manufacturers
of the
Famous

Nova
Scotia
Grind-
stones

For sale at
898 West-
minster St.
Providence, R. I.



It's in the Grit

A substantial Grindstone Frame is important, but how much more necessary is a good Grindstone?

It is the Grit That Grinds

We alone manufacture genuine Berea Grindstones, there is no better grit.

THE CLEVELAND STONE CO.

Cleveland Chicago New York Boston



Pat. Applied for.

THE PORTER CHOPPING KNIFE, COOKIE and BISCUIT CUTTER COMBINED

AND

THE MAGIC PLATE CLEANER

two good selling, profit bearing articles in the line of household furnishings.

Made by

Watson-Porter-Watson Company, Ltd.

UNADILLA, MICH.

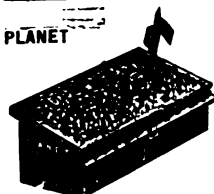


Pat. Applied for.

KICK PLATES

We carry a Large Stock of Specially Selected Brass and Bronze in all widths for Kick Plates and can match any finish of hardware.

THE TURNER BRASS WORKS, 61 North Franklin Street CHICAGO



R. F. D. Mail Box with Patented Automatic Flag Signal. Made of 20 gauge galvanized steel. Each box warranted. \$5.40 per doz.

Sanitary Adjustable Strainer Pail IX Charcoal Tin

12 Qt.	\$4.50
14 "	5.00

Jobbers Sell at Factory Prices. Ask them.

SMITH BROS. MFG. CO.

244-254 E. Kinzie St., Chicago, Ill.

Indianapolis, Ind.



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VACATIONS



are the proper thing this month. After seven fine business months every Hardware Man needs one. But

DON'T FORGET

there are fine business opportunities ahead. Before you go, make out that order for

Lava and Volcanic Enameled Ware

It's all right—gives excellent satisfaction—your customers will be asking for it. Give us a chance to make up your goods while you are resting. We have patterns that will suit the most exacting taste—we sell it at the right price. Our aim is to please and satisfy our patrons.

SEND IN YOUR ORDER NOW. Catalogue, Prices and Samples for the asking. Mention Hardware Dealers' Magazine.

THE CLEVELAND STAMPING & TOOL CO. CLEVELAND, OHIO

ROBT F. HALL, Portland, Ore., Pacific Coast Agent.

SPENCE MFG. CO., Agent, St. Paul, Minn.

The Briscoe System

FROM MANUFACTURER TO DEALER DIRECT

Proven a Merchandising Triumph

We sell to only one merchant in a town—our exclusive agent on all lines.

You don't have to buy any particular amount to hold the agency.

Our product is almost entirely confined to the better grade of goods.

The advertised label makes the agency worth having—establishing plainly and visibly to the consumer the superiority that is really in our goods.

We sell only by correspondence and catalog—no travelers—and don't sell consumers, catalog houses or jobbers.

Our catalog gives net delivered price, and our entire system is designed to be of assistance to the merchant in every way.

We try to be a little more than fair with you in every transaction.

As to our prices—well, they speak for themselves. Study them.

We pay the freight.

SEND FOR OUR LATEST CATALOGUE OF

O-Rib-O Heavy Galvanized Ware (labeled)

Turquoise Enameled Ware (labeled)

Briscoe Tin Ware (labeled)

O-Rib-O Air Tight Hot Blast Stoves

Japoney Enameled Ware (labeled)

Briscoe Oil Stoves and Briscoe Lawn Mowers

Our Exclusive Agency Yours for the Asking—if You Are First

BRISCOE MFG. CO.,

Main Office, Detroit, Mich.

**WILSON BREAD TOASTER**

For Gas, Gasoline and Oil Stoves. The best selling Toaster on the market, because the most Practical and Hygienic. Toasts four slices at once and Steeps Coffee or Poaches Eggs at same time. Heats four flatirons.

WILSON TOASTER MFG. CO.
Ferguson Building, Pittsburgh, Pa.

**OSGOOD SCALES**

Popular High Grade Goods
at Right Prices.

Send for Catalogue & Discount Sheet.

Attractive Store Hanger free!

OSGOOD SCALE CO., Binghamton, N.Y.

Mr. Hardware Manufacturer

How do you mark your goods? In the old-fashioned way? If so, we can interest you. Write for catalogue 600-M which describes our method fully.

DWIGHT SLATE MACHINE CO.,

Hartford, Conn., U. S. A.



**UMBRELLA
CLOTHES BARS
ARE THE BEST.**

Ask for Prices.
MARTCROSS COMPANY,

40 Dearborn St., Chicago, Ill.



Arnold Steam Cooker is guaranteed superior to all others. Has more reputation behind it than any other cooker on the market. Dealers should get in on the ground floor with the **ARNOLD** because the most people know its merits.

Willmot Castle Co.
81 Elm St., Rochester, N. Y.



**PENNSYLVANIA
LAWN MOWERS**

Supplee Hardware Company
PHILADELPHIA

TRADE "Never Leak" One Drop Oil Can MARK



Retails at 10c. Each.

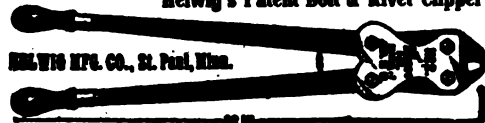
Will not leak. No waste and no wiping off superfluous oil. Can be carried in pocket or case without soiling other articles. Like a fountain pen, $3\frac{1}{4}$ inches long by $\frac{3}{8}$ inch diameter. Brass Nickel Plated. The only proper method of oiling fine mechanism. Mounted on Display Card containing one dozen.

A. F. Meisselbach & Bro., Mfrs., 32-38 Prospect St., Newark, N. J.

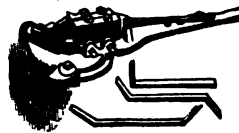
"COLUMBIA" CAN OPENER

High Grade, Tempered Steel Blades; Never Slips
Cuts Easy, Close to Edge; Price Low.

A. F. Meisselbach & Bro., Mfrs., Newark, N. J.

Helwig's Patent Bolt & Rivet Clipper

HELVIG MFG. CO., St. Paul, Minn.
Light, Strong, Powerful, Durable. No. 1 cuts 3-4 or less; No. 2 cuts 9-16 or less; No. 3 cuts 1-3 or less; No. 4 cuts 3-8 or less. Cuts close to work. Highest Testimonials from Jobbers and Consumers. Send for circular.

**ANGLE BENDERS**

We make hand-power-benders for forming angles in stock 1-in. thick and under. Light stock can be bent cold.

WALLACE SUPPLY COMPANY

159 GARDEN CITY BLOCK, CHICAGO

**M. Lanz & Sons**

Est. 1865. **PITTSBURG, PA.**

Screw Strap Hinges, Harrow Teeth, Bolts, Spikes, Rods, Washers, etc. Builders' Ironwork, Cast Iron Columns, Coal Chutes, Stirrups, Post Caps, Joist Hangers, Plate and Box Anchors, etc.

Patent applied for.

ROBERT MURRAY,

24 DUANE STREET, NEW YORK CITY.

Atlantic Screw Works, Wood Screws, Henry's Pruning Shears, Etc. Maynard's Socket Shovels and Trowels. Wm. Schmitt & Co.'s Mechanics' Tools.

HANDLES

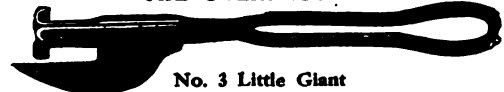
For Axes, Picks, Sledges, Mauls, Hammers, Hatchets, Railroad and Mining Tools. Ask your jobber for Hartwell's Brands.

HARTWELL BROTHERS, Chicago Heights, Ills.



LAWN FENCE with our double anchored post has no equal. Dealer Protected and assisted if loyal to us. 133 G. Senate Ave. **ENTERPRISE IRON FENCE CO., Indianapolis, Ind.**

AS GOOD AS THE BEST AND CHEAP AS THE CHEAPEST +



No. 3 Little Giant

F. L. ELLIS & SON, Milldale, Conn.

STEVENS & CO., 99 Chambers St., N. Y., City Agents

Parker Wire Goods Company

Worcester, Mass., U. S. A.

General and Special **Wire Hardware**

WRITE US FOR PRICES

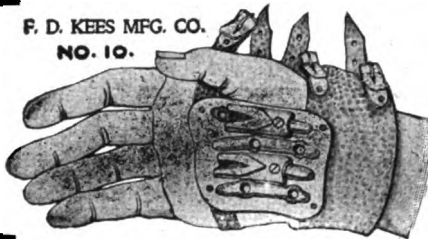
TRADE TWELVE-IN-ONE MARK**ADJUSTABLE CORN HUSKER**

Eight positions for single hook; four for double. Simple and effective adjustment. Thoroughly tested. Will please more corn pickers than any other adjustable husker. There are reasons.

Ask your jobber or write for Circular "M."

F. D. KEES MFG. CO., BEATRICE, NEB.

**F. D. KEES MFG. CO.
NO. 10.**



THE J. L. MOTT IRON WORKS

84-90 Beekman St., N. Y.

Fine Plumbing Fixtures

.....

Ornamental Iron Work
and Stable Fixtures

.....

Boilers and Radiators for
Hot Water and Steam

.....

Ranges and Hot Air
Furnaces

TURNBUCKLES

MERRILL BROS., BROOKLYN, N. Y.

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HUBERT E. PECK, 625 F St., N. W., Washington, D. C., Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patents Applications."

What Is Daus' Tip-Top?

TO PROVE that Daus' "Tip-Top" is the best and simplest device for making 100 copies from pen-written and 50 copies from typewritten original, we will ship complete duplicator, cap size, without deposit, on ten (10) days trial. Price \$7.50 less trade discount of 33 1/3 % or **\$5 net**

Felix G. M. Daus Duplicator Co., 333 E. 12th St., NEW YORK CITY.

AMERICAN TOOL CHEST CO.

FACTORY AND SALESROOM,

200 West Houston St., NEW YORK, U. S. A.

TOOL CHESTS; all sizes, complete with tools, for Boys, Youths, Gentlemen, Farmers, Railroads and Carpenters' use; also Tool Cabinets, Machinists', Electricians' and Pipe Fitters' Empty TOOL CHESTS. Agents for Steel Tool Chests.

SEND FOR LATEST CATALOGUE

CLENDENIN BROS., Baltimore, Md., Soldering Copers, Copper Nails and Tacks, Copper Rivets and Burs, Brass Shoe Nails, Iron Cobbler's Nails, Sheet and Ingot Copper, Shoe Tacks.

FOR SALE—Hardware stock, including harness goods, and tin and plumbing shop, in a mountain town—mining and ranch trade; railroad building in; stock, \$5,000; building, \$4,000. Write for particulars to Drawer "C," Encampment, Wyo.

WANTED—A retail hardware clerk, with large experience in hardware and tools; competent to take charge store floor. Address "Hardware," care Hardware Dealers' Magazine, 358 Broadway, New York.

WANTED—Traveling men to take cow stanchions as side line to retail dealers. Small model for sample. Exclusive territory. Liberal commission. A. H. Warner & Co., North Side, Bristol, Conn.

WANTED—Salesmen calling on the retail hardware trade to sell an article of merit. It is an article that sells for Six Dollars each, and can be placed with fully 90% of the hardware trade of the country. It can be sold from descriptive booklet. For full information address Joseph I. McVoy Company, 99 E. Erie Street, Chicago, Ill.

Hardware Stock For Sale

In suburb of Chicago. Population, 25,000. Stock, fixtures, horses and wagons. Worth \$22,000. Good, clean stock, general and builders' hardware, tinshop, bicycles, steam heating, kitchen furnishings. Address P. E. O., 801 Kedzie Bldg., Chicago.

Send for Optical trade catalogue, including compasses, magnifying glasses, etc. L. Manasse, 88 Madison street, Chicago.

MICA

**FOR ALL PURPOSES
CHIMNEYS
and Canopies**

EUGENE MUNSELL & CO., New York

HARDWARE BUYERS' GUIDE

CAREFULLY CONSULT the advertising pages for announcements of seasonable goods and special offers, for it pays every dealer to keep posted.
If you don't find what you want in our Hardware Buyers' Guide, write us, for we have a complete catalogue file which we place at your service.

Agricultural Implements

Allen & Co., S. L., Box 1100 H,
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American Fork & Hoe Co., Cleve-
land, O.
Prairie Mfg. Co., Indianapolis, Ind.

Ammunition

Peters Cartridge Co., Cincinnati, O.

Angle Benders

(See Benders.)

Apple Parers

Reading Hardware Co., Reading, Pa.

Asbestos and Magnesia

Johns-Manville Co., H. W., 100 Will-
iam St., New York.

Ash and Garbage Cans

Arrow Can Co., 35 Warren St., New
York.

Briscoe Mfg. Co., Detroit, Mich.

Ash Sifters

Gilbert & Bennett Mfg. Co., Chi-
cago, Ill.

Hill Dryer Co., 315 Park Ave., Wor-
cester, Mass.

Auger Bits

Greenlee Bros. & Co., Rockford, Ill.

Jennings & Co., C. E., 42 Murray
St., New York.

Mayhew & Co., H. H., Shelburne
Falls, Mass.

Ohio Tool Co., Columbus, O.

Automobiles

Stevens Arms & Tool Co., J., Chic-
opee Falls, Mass.

Automobile Supplies

Excelsior Supply Co., Chicago, Ill.

Mezger, Inc., C. A., 203 W. 80th
St., New York.

Motor Car Equipment Co., 55 War-
ren St., New York.

New York Sporting Goods Co., 17
Warren St., New York.

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American Tube & Stamping Co.,
Bridgeport, Conn.

Automatic Trucks

Peck Hardware & Mfg. Co., C. A.,
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(See Jacks.)

Automobile Lamps

Plume & Atwood Mfg. Co., 9 Mur-
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Ham Mfg. Co., C. T., Rochester,
N. Y.

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National Cutlery Co., Detroit, Mich.

Wiebuech & Hilger, Ltd., 9-15 Mur-
ray St., New York.

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Frazier Lubricator Co., 83 Murray
St., New York.

Snow Flake Axle Grease Co., The,
Fitchburg, Mass.

Axle Grease—Graphite

Dixon Crucible Co., Jos., Jersey
City, N. J.

Axle Oil

Miller Co., Frank, 349 W. 26th St.,
New York.

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Glascok Bros. Mfg. Co., Muncie,
Ind.

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Ludlow-Saylor Wire Co., St. Louis,
Mo.

Wright Wire Co., Worcester, Mass.

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York.

Barb Wire

Northwestern Barb Wire Co., Ster-
ling, Ill.

Barrel Swings

Glascok Bros. Mfg. Co., Muncie,
Ind.

Base Ball Shoe Plates

Winslow Skate Mfg. Co., Sam'l,
Worcester, Mass.

Base Ball Supplies

Draper-Maynard Co., Plymouth, N.H.

Bath Room Trimmings

American Ring Co., Waterbury,
Conn.

Buffalo Mfg. Co., Buffalo, N. Y.

Manning, Bowman & Co., Meriden,
Conn.

Novelty Mfg. Co., Dept. K, Water-
bury, Conn.

Bells, Door, Bicycle, etc.

New Departure Mfg. Co., Bristol,
Conn.

Starr Bros. Bell Co., East Hamp-
ton, Conn.

Belt Dressing

Dixon Crucible Co., Jos., Jersey
City, N. J.

Belt Hooks

Bristol Co., Waterbury, Conn.

Beltling

Ames Sword Co., Chicopee, Mass.

Belt Lacing, Steel

Bristol Co., Waterbury, Conn.

Belt Patches

Schollhorn Co., Wm., New Haven,
Conn.

Smith & Egge Mfg. Co., Bridgeport,
Conn.

Bench Screws

(See Hand Screws.)

Benders, Angle and Eye

Wallace Supply Co., 915 Garden
City Block, Chicago, Ill.

Bicycle Bells

(See Bells.)

Bicycle Lamps

Plume & Atwood Mfg. Co., 29 Mur-
ray St., New York.

Bicycle Supplies and Sun- dries

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New York Sporting Goods Co., 17
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Smith & Egge Mfg. Co., Bridgeport,
Conn.

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New York.

Reading Hardware Co., Reading,
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Britain, Conn.

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Britain, Conn.

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(See Auger Bits.)

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Johnson & Co., E. J., 38 Park Row,
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American Sheet & Tin Plate Co.,
Pittsburg, Pa.

Blocks, Tackle

Union Hardware Co., Torrington,
Conn.

Boats, Canvas

Glascok Bros. Mfg. Co., Muncie,
Ind.

Bolt and Nut Machinery

Waterbury-Farrel Fdry. & Mach.
Co., Waterbury, Conn.

Bolt Clippers

Helwig Mfg. Co., St. Paul, Minn.

Porter, H. K., Everett, Mass.

Schollhorn Co., Wm., New Haven,
Conn.

Bolts and Nuts

Garland Nut & Rivet Co., Pittsburg,
Pa.

Lanz & Sons, M., Pittsburg, Pa.

Boring Machines

Ajax Mfg. Co., Pittsburg, Pa.

Silver Mfg. Co., Salem, O.

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Cary Mfg. Co., 19-21 Roosevelt St.,
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New York.

Moore, C. F., Ravenswood, W. Va.

Shelp Mfg. Co., Henry H., Colum-
bia Ave. & Randolph St., Phila.

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Merriam Mfg. Co., Durham, Conn.

Brackets, Folding

Giffin Mfg. Co., Erie, Pa.

Brackets, Shelf

Atlas Mfg. Co., New Haven, Conn.

Giffin Mfg. Co., Erie, Pa.

Brass and Copper

Plume & Atwood Mfg. Co., 29 Mur-
ray St., New York.

Bread Mixers

Landers, Frary & Clark, New Bri-
tain, Conn.

Manning, Bowman & Co., Meriden,
Conn.

Pritchard-Strong Co., 29 Circle St.,
Rochester, N. Y.

Brooms

Osborn Mfg. Co., Cleveland, O.

Bronze Powders

Bronze Powder Works, Elizabeth,
N. J.

Gerstendorfer Bros., 231 E. 42d St.,
New York.

Brushes

Gerts-Lumbard & Co., 208-210 Ran-
dolph St., Chicago, Ill.

Osborn Mfg. Co., Cleveland, O.

Builders' Ironwork

Lanz & Sons, M., Pittsburg, Pa.

Building Papers

Hewitt & Bro., C. B., 48 Beekman
St., New York.

Mention Hardware Dealers' Magazine when corresponding.

Bushings, Adjustable Pipe
Armstrong Mfg. Co., 291 Knowlton St., Bridgeport, Conn.

Butcher Knives
Forschner & Sons, Chas., 206 E. 19th St., New York.
Kimball Co., C. J., Bennington, N. H.

National Cutlery Co., Detroit, Mich.

Butcher Saws
Dison & Sons, Inc., Henry, Philadelphia, Pa.

Button Cases
New Departure Mfg. Co., Bristol, Conn.

Butts, Door
Russell & Erwin Mfg. Co., New Britain, Conn.

Stanley Works, New Britain, Conn.
Yale & Towne Mfg. Co., 9-15 Murray St., New York.

Cake Mixers
Landers, Frary & Clark, New Britain, Conn.

Pritchard-Strong Co., 29 Circle St., Rochester, N. Y.

Calipers and Dividers
Starrett Co., L. S., Athol, Mass.

Can Openers
Ellis & Son, F. L., Milldale, Conn.
Meisselbach & Bro., A. F., Newark, N. J.

White & Son, Ira F., 144 Walnut St., Newark, N. J.

Cans

(See Ash Cans.)

Canvas Boats, Folding

(See Boats.)

Carbide of Silicon

Carborundum Co., Niagara Falls, N. Y.
Carborundum Co., Niagara Falls, N. Y.

Carriage Hardware

McKinnon Dash Co., Buffalo, N. Y.

Carriage Heaters

Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.

Standard Stamping Co., Marysville, Ohio.

Carpenters' Tools

Stanley Rule & Level Co., New Britain, Conn.

Carpet Sweepers

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Streator Metal Stamping Co., Streator, Ill.

Carpet Whips

Andrews Wire & Iron Works, Rockford, Ill.

Ely Mfg. Co., Theo. J., Girard, Pa.

Carriers, Hay

Louden Machinery Co., Fairfield, Ia.

Porter Co., J. E., Ottawa, Ill.

Cars, Children's Hand

Glascock Bros. Mfg. Co., Muncie, Ind.

Cartridges

(See Ammunition.)

Carts, Children's

Hill-Standard Mfg. Co., Anderson, Ind.

Cash Drawers, Alarm

Nashua Till Co., Nashua, N. H.

Cash Recorders

Hough Cash Recorder Co., Indian Orchard, Mass.

Castors, Furniture

Reading Hardware Co., Reading, Pa.

Castings, Malleable

Hammer & Co., Branford, Conn.

Catchers, Grass

Dixon Co., Perry, Merriam Park, St. Paul, Minn.

Specialty Mfg. Co., St. Anthony Park, Minn.

Supplier Hdw. Co., Phila., Pa.

Ceilings, Metal

Berger Mfg. Co., Canton, O.

Eller Mfg. Co., Canton, O.

Friedley-Voshardt Co., 194-204 Matther St., Chicago, Ill.

Cellar Drainers

Kemp Mfg. Co., C. M., Baltimore, Md.

Chaffing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Manning-Bowman Co., Meriden, Conn.

Chain

Bridgeport Chain Co., Bridgeport, Conn.

Oneida Community, Ltd., Oneida, N. Y.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks

Northwestern Barb Wire Co., Sterling, Ill.

Yale & Towne Mfg. Co., 9 Murray St., New York.

Chalk Lines

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Cherry Stoners

Enterprise Mfg. Co., of Pa., Philadelphia, Pa.

Rollman Mfg. Co., Mount Joy, Pa.

Chimney Tops

Ivan Bros., Streator, Ill.

Chisels

Jennings & Co., C. E., 42 Murray St., New York.

Ohio Tool Co., Columbus, O.

Christmas Tree Holders

North Bros. Mfg. Co., Philadelphia, Pa.

Cigarmakers' Cutting Tools

Kraut & Dohnal, 168 Clark St., Chicago, Ill.

Clamps

Hammer & Co., Branford, Conn.

Clipping Machines, Hair

American Shearer Mfg. Co., Nashua, N. H.

Chicago Flexible Shaft Co., Chicago, Ill.

Coates Clipper Mfg. Co., Worcester, Mass.

Hotchkiss, Edward S., Bridgeport, Conn.

Wiebusch & Hilger, Ltd., 9-15 Murray St., New York.

Clocks

New Haven Clock Co., New Haven, Conn.

Western Clock Mfg. Co., La Salle, Ill.

Clothes Bars

Marcross Co., 40 Dearborn St., Chicago, Ill.

Clothes Dryers

Hill Dryer Co., 315 Park Ave., Worcester, Mass.

Clothes Lines

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Columbian Rope Co., Auburn, N. Y.

Estes Mills, Fall River, Mass.

Plymouth Cordage Co., 382 Court St., No. Plymouth, Mass.

Samson Cordage Wks., Boston, Mass.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Clothes Lines, Wire

Wright Wire Co., Worcester, Mass.

Coal, Carriage Heaters

Allen Coal Co., 30 Great Jones St., New York.

Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.

Coat Hangers, Folding

Pullman Mfg. Co., Rochester, N. Y.

Coat and Hat Hooks

Atlas Mfg. Co., New Haven, Conn.

Williamson Wire Novelty Co., C. F., Newark, N. J.

Coffee and Spice Mills

Arcade Mfg. Co., Freeport, Ill.

Parker Co., Chas., Meriden, Conn.

Coffee Percolators

Landers, Frary & Clark, New Britain, Conn.

Manning-Bowman Co., Meriden, Conn.

Conductor Pipe

Berger Bros. Co., Philadelphia, Pa.

Cooking Utensils

Avery Stamping Co., Cleveland, O.

Cleveland Stamping & Tool Co., Cleveland, O.

Vollrath Mfg. Co., Jacob, 175 E. Lake St., Chicago, Ill.

Cookers, Steam

Castle Co., Wilmot, 81 Elm St., Rochester, N. Y.

Toledo Cooker Co., 1337 W. Bancroft St., Toledo, O.

Copper

(See Brass and Copper.)

Cordage

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Columbian Rope Co., Auburn, N. Y.

Plymouth Cordage Co., 382 Court St., No. Plymouth, Mass.

Samson Cordage Wks., Boston, Mass.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Cork Screws and Pullers

Erie Specialty Co., Erie, Pa.

Williamson Wire Novelty Co., C. T., Newark, N. J.

Corn Cutters

American Fork & Hoe Co., Cleveland, O.

Corn Huskers

Blair Husking Glove Co., Bucyrus, O.

Kees Mfg. Co., F. D., Beatrice, Neb.

Cornices, Metal

Berger Mfg. Co., Canton, O.

Eller Mfg. Co., Canton, O.

Cotter Pin Machines, Automatic

Shuster Co., F. B., New Haven, Conn.

Cotton Waste

Estes Mills, Fall River, Mass.

Crucibles

Dixon Crucible Co., Jos., Jersey City, N. J.

Crucible Steel

American Tube & Stamping Co., Bridgeport, Conn.

Cultivators

Allen & Co., S. L., Box 1100 H, Philadelphia, Pa.

Syracuse Chilled Plow Co., Syracuse, N. Y.

Curtain Rods

Standard Development Co., 52 State St., Chicago, Ill.

Cutlery

(See also Knives, Razors, Shears, etc.)

Case & Sons, W. R., Bradford, Pa.

Kimball Co., C. J., Bennington, N. H.

National Cutlery Co., Detroit, Mich.

Northfield Knife Co., Northfield, Ct.

Norvell-Shapleigh Hdw. Co., St. Louis.

Silberstein, A. L., 459 Broadway, New York.

Simmons Hardware Co., St. Louis.

Supplee Hardware Co., Phila., Pa.

Ulery, U. J., 9 E. Warren St., N.Y.C.

White & Son, Ira F., 144 Walnut St., Newark, N. J.

Dampers

Arcade Mfg. Co., Freeport, Ill.

Taylor & Boggis Fdry. Co., Cleveland, O.

Dashes, Fenders, etc.

McKinnon Dash Co., Buffalo, N. Y.

Decalcomania Signs

U. S. Decalcomania Co., 154 Lake St., Chicago, Ill.

Door Bells

(See Bells.)

Door Buttons, Steel

Watrous Mfg. Co., E. L., Des Moines, Ia.

Door Catches

Watrous Mfg. Co., E. L., Des Moines, Ia.

Door Checks and Springs

Barnett Fdry. Co., Oscar, Newark, N. J.

Pullman Mfg. Co., Rochester, N. Y.

Reading Hardware Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Yale & Towne Mfg. Co., 9-15 Murray St., New York.

Door Hangers

(See Hangers.)

Door Holders

Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.

Door Knobs

(See Locks and Knobs.)

Door Rail

Automatic Door Rail Co., Chicago, Ill.

Draw Knives

Kimball Co., C. J., Bennington, N.H.
Ohio Tool Co., Columbus, O.
Wilkinson & Co., A. J., 180-188
Washington St., Boston, Mass.

Draw Knives, Folding

Wilkinson & Co., A. J., 180-188
Washington St., Boston, Mass.

Drilling Machines

Dwight Slate Machine Co., Hart-
ford, Conn.
Shuster Co., F. B., New Haven,
Conn.

Silver Mfg. Co., Salem, O.

Drills, Hand, Breast, etc.

Millers Falls Co., 28 Warren St.,
New York.

Silver Mfg. Co., Salem, O.

Smith & Hemenway Co., 108 Duane
St., N. Y. C.

Drills, Star and Pipe

Star Expansion Bolt Co., 147 Cedar
St., New York.

Drills, Twist

Standard Tool Co., Cleveland, O.

Drop Forgings

Billings & Spencer Co., Hartford,
Conn.

Dumb Waiters

(See Elevators.)

Duplicators

Dans Duplicator Co., Felix G. M.,
111 John St., New York.

Eave Trough Hangers

Berger Bros. Co., Philadelphia, Pa.

Elevator Enclosures and Cabs

Ludlow-Saylor Wire Co., St. Louis, Mo.

Wright Wire Co., Worcester, Mass.

Elevators and Dumb Waiters

Eaton & Prince Co., Chicago, Ill.

Energy Elevator Co., 406 Cherry St.,
Philadelphia, Pa.

Kimball Bros., 900 Ninth St., Coun-
cil Bluffs, Ia.

O'Neill Elevator Co., 928 Cherry St.,
Philadelphia, Pa.

Sedgwick Machine Works, 84 to 88
Carroll St., Poughkeepsie, N. Y.

Speidel, J. G., Reading, Pa.

Union Elevator & Machine Co., 144-
146 Ontario St., Chicago, Ill.

Elevators, Ice

Gifford-Wood Co., Hudson, N. Y.

Emery Paper and Cloth

Baeder, Adamson & Co., Phila., Pa.

Emery Wheel Dresser

Diamond Saw & Stamping Wks.,
Buffalo, N. Y.

Enameled Ware

Briscoe Mfg. Co., Detroit, Mich.

Cleveland Stamping & Tool Co., The,
Cleveland, O.

Vollrath Mfg. Co., Jacob, 175-177
E. Lake St., Chicago, Ill.

Enamels

(See Paints.)

Excelsior, Packing

Huffman & Co., Theo. P., 648 W.
34th St., New York.

Expansion Bolts

Star Expansion Bolt Co., 147 Cedar
St., New York.

Eye Benders

(See Benders.)

Fans, Water and Electric

Indiana Fan Co., 32-36 East South
St., Indianapolis, Ind.

Faucets, Wooden

Sommer's Son, John, 355-365 Central
Ave., Newark, N. J.

Feed Cutters

Silver Mfg. Co., Salem, O.

Fencing, Iron and Steel

Enterprise Foundry & Fence Co.,
Indianapolis, Ind.

Stewart Iron Works Co., Cincin-
nati, O.

Ward Fence Co., Portland, Ind.

Fencing, Wire

Clinton Wire Cloth Co., Clinton,
Mass.

Gilbert & Bennett Mfg. Co., Chicago.

New Jersey Wire Cloth Co., Tren-
ton, N. J.

Ward Fence Co., Portland, Ind.

Wright Wire Co., Worcester, Mass.

Files and Rasps

Diston & Sons, Inc., Henry, Phila-
delphia, Pa.

Nicholson File Co., Providence, R. I.

Filters, Water

American Filter Co., 508 Noxall
Bldg., Milwaukee, Wis.

Fulper Pottery Co., Flemington,
N. J.

Nalad Filter Co., 806 Sudbury Bldg.,
Boston, Mass.

Finger Nail Clippers

Cook Co., H. C., Ansonia, Conn.

Kilp-Kilp Co., Rochester, N. Y.

Fire Pots and Torches

Clayton & Lambert Mfg. Co., De-
troit, Mich.

Turner Brass Works, The, 61 No.
Franklin St., Chicago, Ill.

Fireplace Goods

Howes Co., S. M., 40-46 Union St.,
Boston, Mass.

Rostand Mfg. Co., Milford, Conn.

Fishing Reels

America Co., 91 North St., Mo-
mence, Ill.

Clark-Horrocks Co., Utica, N. Y.

Enterprise Mfg. Co., Akron, O.

Fishing Rods

Clark-Horrocks Co., Utica, N. Y.

Fishing Tackle

Chester Co., F. E., Providence, R. I.

Clark-Horrocks Co., Utica, N. Y.

Enterprise Mfg. Co., Akron, O.

Martins' Sons, E. J., Rockville, Ct.

Fishing Tackle Boxes

Merriman Mfg. Co., Durham, Conn.

Flint and Emery Paper

Baeder, Adamson & Co., Phila., Pa.

Floor Hinges

Barnett Fdry. Co., Oscar, Newark,
N. J.

Columbian Hdw. Co., Cleveland, O.

Superior Spring Hinge Co., 15 So.
Canal St., Chicago, Ill.

Flue Stops

Roseland Can & Specialty Co., Rock-
ford, Ill.

Fly Killers, Wire

Bigelow, J. F., Worcester, Mass.

Football Supplies

Draper & Maynard Co., Plymouth,
N. H.

Food Choppers

Colebrookdale Iron Co., Pottstown,
Pa.

Dana Mfg. Co., Cincinnati, O.

Enterprise Mfg. Co. of Pa., The,
Philadelphia, Pa.

Lauders, Frary & Clark, New Bri-
tain, Conn.

Rollman Mfg. Co., Mount Joy, Pa.

Forks

(See Agricultural Implements.)

Foundry Supplies

Osborn Mfg. Co., Cleveland, O.

Fruit Presses

(See Presses.)

Furnaces and Heaters

Mott Iron Works, J. L., 84-90 Beck-
man St., New York.

Furnaces

(See Soldering Furnaces.)

Furniture Trimmings

American Ring Co., Waterbury, Ct.

Garden Tools

Am. Fork & Hoe Co., Cleveland, O.

Cronk & Carrier Mfg. Co., Elmira,
N. Y.

Gas Furnaces

Chicago Flexible Shaft Co., Chicago,
Ill.

Gas Lighters, Pneumatic

Oakman Mfg. Co., 84 Chambers St.,
New York.

Gear Cutters

Dwight Slate Machine Co., Hart-
ford, Conn.

Glass Cutters

Smith & Hemenway Co., 108-110
Duane St., New York.

Glass Cutting Boards

Lufkin Rule Co., Saginaw, Mich.

Gongs

(See Bells.)

Glue

Baeder, Adamson & Co., Philadel-
phia, Pa.

Hewitt & Bros., C. B., 48 Beckman
St., New York.

Gloves, Baseball, etc.

Draper-Maynard Co., Plymouth, N.H.

Graphite

Dixon Crucible Co., Jos., Jersey
City, N. J.

Grass Catchers

(See Catchers.)

Grinders, Alundum

Royal Mfg. Co., 208 E. Walnut St.,
Lancaster, Pa.

Grindstones

Atlantic Grindstone Co., Providence,
R. I.

Cleveland Stone Co., Cleveland, O.

Richards Mfg. Co., Aurora, Ill.

Grindstones, Bicycle

Cleveland Stone Co., Cleveland, O.

Richards Mfg. Co., Aurora, Ill.

Gun Cleaners

Union Hdw. Co., Torrington, Ct.

Guns

Baker Gun & Forging Co., Batavia,
N. Y.

Harrington & Richardson Arms Co.,
322 Park Ave., Worcester, Mass.

Ithaca Gun Co., Lock Box 7, Ithaca,
N. Y.

Marlin Fire Arms Co., 21 Willow St.,
New Haven, Conn.

Savage Arms Co., 567 Turner St.,
Utica, N. Y.

Stevens Arms & Tool Co., J., Chic-
opee Falls, Mass.

Hack Saws

(See Saws.)

Hair Clippers

(See Clipping Machines.)

Ham Fasteners

Bridgeport Chain Co., Bridgeport,
Conn.

Hammers, Drop

Billings & Spencer Co., Hartford,
Conn.

Merrill Bros., Brooklyn, N. Y.

Hammers, Hand

Cheney Hammer Co., Henry, Little
Falls, N. Y.

Robertson, Arthur R., 144 Oliver
St., Boston, Mass.

Rock River Mfg. Co., Dept. F.,
Dixon, Ill.

Vaughan & Bushnell Mfg. Co., Chi-
cago, Ill.

Hammers, Magnet

Robertson, Arthur R., 144 Oliver St.,
Boston, Mass.

Hand and Bench Screws

Chaplin-Stephens Co., Pine Meadow,
Conn.

Ohio Tool Co., Columbus, O.

Handles, Wooden

Hartwell Bros., Chicago Heights,
Ill.

Rock River Mfg. Co., Dixon, Ill.

Hangers, Barn Door

Automatic Door Rail Co., 624 W.
Lake St., Chicago, Ill.

Louden Machinery Co., Fairfield, Ia.

Myers & Bro., F. E., Ashland, O.

National Mfg. Co., Sterling, Ill.

Porter Co., J. E., Ottawa, Ill.

Richards Mfg. Co., Aurora, Ill.

Safety Door Hanger Co., Ashland, O.

Hangers, House Door

Automatic Door Rail Co., 624 W.
Lake St., Chicago, Ill.

Chicago Spring Butt Co., Chicago.

National Mfg. Co., Sterling, Ill.

Prouty Co., T. C., Albion, Mich.

Richards Mfg. Co., Inc., Aurora, Ill.

**Hangers, Screen and Win-
dow**

Kees Mfg. Co., F. D., Beatrice, Neb.

Phenix Mfg. Co., Milwaukee, Wis.

Hardware Jobbers

Butler Bros., Chicago and N. Y. C.

Norvell-Shapleigh Hdw. Co., St.
Louis, Mo.

Simmons Hardware Co., St. Louis,
Mo.

Supplee Hardware Co., Philadelphia,
Pa.

Welland, Chas., 147 Chambers St.,
New York.

Hardware Manufacturers' Agents

Graham & Co., John H., 113 Cham-
bers St., New York.

Hart Co., John M., Ashland Block,
Chicago, Ill.

Mention Hardware Dealers' Magazine when corresponding.

- Smith & Hemenway Co., 108-110 Duane St., New York.
 Wiebusch & Hilger, Ltd., 9-15 Murray St., New York.
- Harness Dressing**
 Frank Miller Co., The, 894 West 28th St., New York.
- Harness Snaps**
 Covert Mfg. Co., Troy, N. Y.
 Reading Hardware Co., Reading, Pa.
- Harness Straps**
 Covert Mfg. Co., Troy, N. Y.
- Hay Knives**
 Iwan Bros., Streator, Ill.
- Haying Tools**
 Hunt-Helm-Ferris & Co., Harvard, Ill.
 London Machinery Co., Fairfield, Ia.
 Myers & Bro., F. E., Ashland, O.
 Porter Co., J. E., Ottawa, Ill.
- Heaters**
 (See Oil Heaters.)
- Heel Plates**
 Griffin Mfg. Co., Erie, Pa.
 Stanley Works, New Britain, Conn.
- Hinges, Floor**
 Barnett Fdry. Co., Oscar, Newark, N. J.
 Bommer Bros., Brooklyn, N. Y.
 Columbian Hdw. Co., Cleveland, O.
 Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.
- Hinges, Screw Strap**
 Lams & Sons, M., Pittsburg, Pa.
- Hinges, Spring**
 Bommer Bros., Brooklyn, N. Y.
 Chicago Spring Butt Co., Chicago, Ill.
 Columbian Hdw. Co., Cleveland, O.
 Shelby Spring Hinge Co., Shelby, O.
- Hinges, Strap and T**
 Griffin Mfg. Co., Erie, Pa.
 Stanley Works, The, New Britain, Conn.
- Hinges, Window and Screen**
 Diehl Novelty Co., Sheboygan, Wis.
 Kees Mfg. Co., F. D., Beatrice, Neb.
- Hoes**
 (See Agricultural Implements.)
- Hoes, Self Cleaning**
 Rock River Mfg. Co., Dept. F., Dixon, Ill.
- Holists, Chain**
 Speldel, J. C., Reading, Pa.
- Holists, Electric**
 Yale & Towne Mfg. Co., 9-13 Murray St., New York.
- Hollow Ware**
 Avery Stamping Co., Cleveland, O.
 Briscoe Mfg. Co., Detroit, Mich.
 Cleveland Stamping & Tool Co., Cleveland, O.
 Vollrath Mfg. Co., Jacob, 175 E. Lake St., Chicago, Ill.
- Hooks, Box**
 Patterson, Gottfried & Hunter, Ltd., 148-150 Centre St., New York.
- Hooks, Fishing**
 Enterprise Mfg. Co., Akron, O.
- Horse Mowers**
 Coldwell Lawn Mower Co., Newburgh, N. Y.
- Horseshoe Nails**
 (See Nails.)
- Hose Couplings**
 Nelson & Morrison Mfg. Co., Boulder, Colo.
- Hose Hooks**
 Specialty Mfg. Co., St. Anthony Park, Minn.
- Hydraulic Presses**
 Waterbury-Farrel Foundry & Mach. Co., Waterbury, Conn.
- Ice Cream Freezers**
 Dana Mfg. Co., Cincinnati, O.
 North Bros. Mfg. Co., Phila., Pa.
 Richmond Cedar Wks., Richmond, Va.
- Ice Creepers**
 Blair Hunking Glove Co., Bucyrus, O.
- Ice Picks**
 Ducharme & Co., Shelburne Falls, Mass.
- Erie Specialty Co., Erie, Pa.**
- Ice Shredders**
 Enterprise Mfg. Co. of Pa., Phila., Pa.
 Graham & Co., J. H., 113 Chambers St., New York.
- Ice Tools**
 Gifford-Wood Co., Hudson, N. Y.
- Jacks**
 Acme Ball Bearing Co., 108 Duane St., New York.
 Barth Mfg. Co., G., Milwaukee, Wis.
 Covert Mfg. Co., Troy, N. Y.
- Job Lots, Hardware**
 Welland, Chas., 147 Chambers St., New York.
- Joist Hangers**
 Columbian Hdw. Co., Cleveland, O.
 Lams & Sons, M., Pittsburg, Pa.
- Key Rings**
 Ames Sword Co., Chicopee, Mass.
 Smith & Egge Mfg. Co., Bridgeport, Conn.
- Kick Plates**
 Reading Hdw. Co., Reading, Pa.
 Russell & Erwin Mfg. Co., New Britain, Conn.
- Turner Brass Wks., The, 61 North Franklin St., Chicago, Ill.**
- Union Equipment & Bronze Co., 514-520 W. 38th St., New York.**
- Kitchen Cabinets**
 Specialty Mfg. Co., Titusville, Pa.
- Knives**
 (See Butcher, Pocket, etc.)
- Kraut Cutters**
 Disston & Sons, Inc., Henry, Philadelphia, Pa.
- Ladders**
 Specialty Mfg. Co., Titusville, Pa.
 Udell Works, 1238 W. 28th St., Indianapolis, Ind.
- Ladders, Rolling Shelf**
 Bicycle Step Ladder Co., 55 Randolph St., Chicago, Ill.
 Coburn Trolley Track Mfg. Co., Holyoke, Mass.
- Milbradt Mfg. Co., 1445 N. 8th St., St. Louis, Mo.**
- Myers & Bro., F. E., Ashland, O.**
- Lamp Burners**
 Plume & Atwood Mfg. Co., 29 Murray St., New York.
- Lamps**
 Plume & Atwood Mfg. Co., 29 Murray St., New York.
 Royal Gas Light Co., 209 E. Kinzie St., Chicago, Ill.
- Lamps, Miners'**
 McClintock & Irvine Co., Pittsburg, Pa.
- Lanterns**
 Berger Mfg. Co., Canton, O.
 Ham Mfg. Co., C. T., Rochester, N. Y.
 Pritchard-Strong Co., 29 Circle St., Rochester, N. Y.
- Latches**
 Peck Hardware & Mfg. Co., C. A., Berlin, Wis.
- Lathing, Wire**
 Clinton Wire Cloth Co., Clinton, Mass.
- Lawn Mower Grinder**
 Root Bros. Co., The, Plymouth, O.
- Lawn Mower Sharpener**
 Osborn Mfg. Co., Cleveland, O.
- Lawn Mowers**
 Briscoe Mfg. Co., Detroit, Mich.
 Coldwell Lawn Mower Co., Newburgh, N. Y.
 Reading Hdw. Co., Reading, Pa.
 Supplee Hdw. Co., Philadelphia, Pa.
- Lawn Sprinklers**
 Specialty Mfg. Co., St. Anthony Park, Minn.
- Standard Stamping Co., Marysville, O.**
- Lawn Swings**
 Specialty Mfg. Co., Titusville, Pa.
- Leather Goods, Carriage**
 McKinnon Dash Co., Buffalo, N. Y.
- Leather Goods, Sporting**
 Draper & Maynard Co., Plymouth, N. H.
- Levels**
 Chaplin-Stephens Co., Pine Meadow, Conn.
 Davis & Cook, Watertown, N. Y.
 Stanley Rule & Level Co., New Britain, Conn.
- Lighting Systems, Gasoline**
 Royal Gas Light Co., 209 East Kinzie St., Chicago, Ill.
- Locks and Knobs, Door**
 Reading Hdw. Co., Reading, Pa.
 Russell & Erwin Mfg. Co., New Britain, Conn.
- Taylor & Boggis Fdry. Co., Cleveland, O.**
- Yale & Towne Mfg. Co., 9-15 Murray St., New York.**
- Lockers, Wire**
 Wright Wire Co., Worcester, Mass.
- Locks, Telephone**
 Business Utilities Co., The, 54 Warren St., New York.
- Lubricants**
 (See also Oil.)
 Dixon Crucible Co., Jon., Jersey City, N. J.
- Machinery**
 Dwight Slate Machine Co., Hartford, Conn.
 Waterbury-Farrel Foundry & Mach. Co., Waterbury, Conn.
- Machinists' Tools**
 Billings & Spencer Co., Hartford, Conn.
 Patterson, Gottfried & Hunter Co., 148-150 Centre St., New York.
 Starrett Co., L. S., Athol, Mass.
- Mail Boxes**
 Merriam Mfg. Co., Durham, Conn.
 Peck Hardware Mfg. Co., C. A., Berlin, Wis.
- Reading Hdw. Co., Reading, Pa.**
- Smith Bros. Mfg. Co., 246-254 E. Kinzie St., Chicago, Ill.**
- Taylor & Boggis Fdry. Co., Cleveland, O.**
- Mantels**
 Ironton Wood Mantel Co., Ironton, O.
- Manufacturers' Agents**
 (See Hardware.)
- Marine Hardware**
 Morse Co., A. S., 210-212 Commercial St., Boston, Mass.
- Marking Fluid**
 Jarvis Co., W. B., 41 Canal St., Grand Rapids, Mich.
- Mats, Wire**
 Clinton Wire Cloth Co., Clinton, Mass.
- Meat Choppers**
 (See Food Choppers.)
- Medicine Cabinets**
 Udell Works, 1238 West 28th St., Indianapolis, Ind.
- Merry-Go-Round, Children's**
 Hutchins' Roller Swing Co., 110 Henry St., Alton, Ill.
- Metal Ceilings**
 Berger Mfg. Co., Canton, O.
 Eller Mfg. Co., The, Canton, O.
 Friedley-Voshardt Co., 194 Mather St., Chicago, Ill.
- Metal Polish**
 (See Polish.)
- Mica, All Purposes**
 Munsell & Co., Eugene, New York.
- Micrometers**
 Starrett Co., L. S., Athol, Mass.
- Miters, Roofing**
 Whiteacre Mfg. Co., J. E., Rockford, Ill.
- Miter Boxes**
 Braunsdorf-Mueller Co., 1095 E. Grand St., Elizabeth, N. J.
 Miller Falls Co., 28 Warren St., New York.
- Smith & Hemenway Co., 108 Duane St., New York.**
- Molders' Tools**
 Dobson, Wm., Canastota, N. Y.
- Mop Wringers**
 Eagle Cooperage Wks., Circleville, O.
 Dana Mfg. Co., Cincinnati, O.
 White Mop Wringer Co., Fultonville, N. Y.
- Mops**
 Eagle Cooperage Wks., Circleville, O.
 Estes Mills, Fall River, Mass.
- Motors, Water**
 Divine Water Motor Co., 108-110 Duane St., New York.
 Indiana Fan Co., Indianapolis, Ind.
- Mouse Traps**
 Hotchkiss, E. S., Bridgeport, Conn.
- Nail Pullers**
 Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
 Morrill, Chas., 275 Broadway, N. Y.
 Smith & Hemenway, 108-110 Duane St., New York.
 Tower & Lyon Co., 85 Chambers St., New York.

Mention Hardware Dealers' Magazine when corresponding.

- Nails, Galvanized**
Keystone Nail Co., Inc., Philadelphia, Pa.
- Nails, Horseshoe**
Livingston Nail Co., 104 Reade St., New York
- Wiebusch & Hilger, Ltd., 9-15 Murray St., New York.
- Nails, Wire**
Townsend Co., C. C. & E. P., New Brighton, Pa.
- Needles, Machine**
Excelsior Supply Co., Chicago, Ill.
- Nippers**
(See Pliers and Nippers.)
- Nuts**
(See Bolts and Nuts.)
- Oil Cans, Spout and Faucet**
Berger Mfg. Co., Canton, O.
- Oil Cans, Pocket**
Meisselbach & Bro., A. F., 32-38 Prospect St., Newark, N. J.
- Oilers**
American Tube & Stamping Co., Bridgeport, Conn.
Hammer & Co., Branford, Conn.
McClintock & Irvine Co., Pittsburg, Pa.
- Oil Heaters**
(See Stoves.)
- Oil, Lubricating**
Cole Co., G. W., 145 Broadway, New York.
Graham & Co., John H., New York.
Pike Mfg. Co., Pike, N. H.
- Oil Stones**
Carborundum Co., Niagara Falls, N. Y.
Pike Mfg. Co., Pike, N. H.
- Oil Stoves**
(See stoves.)
- Optical Goods**
Manasse, L., 88 Madison St., Chicago, Ill.
- Padlocks**
Ames Sword Co., Chicopee, Mass.
Miller Lock Co., Philadelphia, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.
Yale & Towne Mfg. Co., 9-15 Murray St., New York.
- Pails, Strainer**
Smith Bros. Mfg. Co., 246 E. Kinzie St., Chicago, Ill.
- Paint Remover**
(See Varnish Remover.)
- Paint, Silica Graphite**
Dixon Crucible Co., Jos., Jersey City, N. J.
- Paints, Varnishes, Enamels, etc.**
Adams & Elting Co., Chicago, Ill.
Briggs & Co., John, Boston, Mass.
Enterprise Paint Mfg. Co., 225-231 N. Van Buren St., Chicago, Ill.
Gerstendorfer Bros., 231 E. 42d St., New York.
Lucas & Co., John, Philadelphia, Pa.
Nee, Eugene E., 272-274 South 2d St., Philadelphia, Pa.
Pitkin Co., Geo. W., Chicago, Ill.
- Patents**
Peck, Hubert E., 625 F St., Washington, D. C.
- Perforated Metal**
Clinton Wire Cloth Co., Clinton, Mass.
- Pipe Cleaners, Flexible**
Lewis, Samuel, 126 Pearl St., New York
- Pipe Cutters**
Barnes Tool Co., New Haven, Conn.
- Pipe Hooks and Straps**
Berger Bros. Co., 231-237 Arch St., Philadelphia, Pa.
- Pistols**
(See also Revolvers.)
Stevens Arms & Tool Co., J., Chicopee Falls, Mass.
- Planes**
Chapin-Stephens Co., Pine Meadow, Conn.
Ohio Tool Co., Columbus, O.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon Co., 95 Chambers St., New York.
- Plate Cleaners**
Lasher Mfg. Co., Inc., Davenport, Ia.
Watson-Porter-Watson Co., Ltd., Unadilla, Mich.
- Plated Ware**
International Silver Co., Meriden, Conn.
Onelda Community, Ltd., Onelda, N. Y.
- Pliers and Nippers**
Billings & Spencer Co., Hartford, Conn.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Morrill, Chas., 275 Broadway, New York.
Nettleton Mfg. Co., Middletown, Conn.
Smith & Hemenway Co., 108 Duane St., New York.
Schollhorn Co., Wm., New Haven, Conn.
- Plows**
Syracuse Chilled Plow Co., Syracuse, N. Y.
- Plumb Bobs**
Starrett Co., L. S., Athol, Mass.
- Plumbing Fixtures**
Mott Iron Works, J. L., 84-90 Beekman St., New York.
- Pocket Knives**
Case & Sons, W. R., Bradford, Pa.
Northfield Knife Co., Northfield, Conn.
Silberstein, A. L., 459 Broadway, New York.
Wiebusch & Hilger, Ltd., 9 Murray St., New York.
Ulery Co., U. J., 9 E. Warren St., New York.
- Police Supplies**
Tower & Lyon Co., 95 Chambers St., New York.
- Polish, Metal**
Hoffman, Geo. W., 295 E. Washington St., Indianapolis, Ind.
- Polish, Stove**
A. B. Polish Co., 8-14 Haddon Ave., Chicago, Ill.
Black Silk Stove Polish Works, Sterling, Ill.
Dixon Crucible Co., Jos., Jersey City, N. J.
- Polish, Floor**
Butcher Polish Co., 356 Atlantic Ave., Boston, Mass.
- Post Hole Diggers**
Iwan Bros., Streator, Ill.
- Pot Covers, Kitchen**
Lasher Mfg. Co., Davenport, Ia.
- Poultry Netting**
Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., 44 Cliff St., New York.
Ludlow-Saylor Wire Co., St. Louis, Mo.
New Jersey Wire Cloth Co., Trenton, N. J.
Wright Wire Co., Worcester, Mass.
- Presses, Lard**
Silver Mfg. Co., Salem, O.
- Presses, Meat and Fruit**
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Erie Specialty Co., Erie, Pa.
- Presses, Power**
Shuster, F. B., Co., New Haven, Conn.
- Pruning Shears**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Wiebusch & Hilger, Ltd., 9 Murray St., New York.
- Punches, Conductors**
Bridgeport Hardware Co., Bridgeport, Conn.
Schollhorn, Wm., New Haven, Conn.
- Punches, Hand**
Morrill, Chas., 275 Broadway, New York.
- Push Carts**
Syracuse Chilled Plow Co., Syracuse, N. Y.
- Radiators**
Castle Co., Wilmet, Rochester, N. Y.
- Rochester Radiator Co., 145 Furnace St., Rochester, N. Y.
- Rake, Self-Cleaning**
Cronk & Carrier Mfg. Co., The, Elmira, N. Y.
- Rakes**
American Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Ranges**
(See Stoves.)
- Ratchet Drills**
Billings & Spencer Co., Hartford, Conn.
- Razors**
Andresen & Co., Alfred, Minneapolis, Minn.
Case & Sons, W. R., Bradford, Pa.
Droescher, S. R., 79 Warren St., New York.
National Cutlery Co., Detroit, Mich.
Radiumite Co., 97 So. Clinton St., Chicago, Ill.
Silberstein, Firm of A. L., 459 Broadway, N. Y.
Smith & Hemenway Co., 108 Duane St., New York.
Union Razor Co., Tidioute, Pa.
- Razors, Safety**
American Safety Razor Co., Broadway and Duane St., New York.
Gem Cutlery Co., 34 Reade St., N. Y.
Gillette Sales Co., Times Bldg., N. Y.
Kampfe Bros., 8 Reade St., N. Y.
- Razors, Corn**
Kampfe Bros., 8 Reade St., N. Y.
- Razor Guards**
Weiss, L. T., 297 Taaffe Place, Brooklyn, N. Y.
- Razor Homes**
Droescher, S. R., 79 Warren St., New York.
Pike Mfg. Co., Pike, N. H.
- Razor Straps**
Case & Sons, W. R., Bradford, Pa.
Kampfe Bros., 8 Reade St., N. Y.
Perfecto Mfg. Co., Towanda, Pa.
Radiumite Co., 97 So. Clinton St., Chicago, Ill.
- Reamers**
Standard Tool Co., Cleveland, O.
- Recording Gauges**
Bristol Co., Waterbury, Conn.
- Reels**
(See Fishing Reels.)
- Refrigerator Trimmings**
Brass Goods Mfg. Co., Brooklyn, N. Y.
- Refrigerators**
Cooper & McKee, 119 Lorimer St., Brooklyn, N. Y.
- Registers, Wall and Floor**
Berger, L. D., 59 No. Second St., Philadelphia, Pa.
- Reloading Tools**
Union Hardware Co., Torrington, Conn.
- Revolvers**
Harrington & Richardson Arms Co., 222 Park Ave., Worcester, Mass.
Iver Johnson's Arms & Cycle Wks., 163 River St., Fitchburg, Mass.
Marlin Fire Arms Co., 21 Willow St., New Haven, Conn.
- Riddles**
(See Screens.)
- Rifles**
Hamilton Rifle Co., Plymouth, Mich.
Marlin Fire Arms Co., 21 Willow St., New Haven, Conn.
Savage Arms Co., 557 Turner St., Utica, N. Y.
Stevens Arms & Tool Co., J., Chicopee Falls, Mass.
- Rifles, Air**
Daley Mfg. Co., 280 Union St., Plymouth, Mich.
- Ring Rollers**
Shuster Co., F. B., New Haven, Ct.
- Rivet Machines**
Waterbury-Farrel Fdry. & Machine Co., Waterbury, Conn.
- Riveting Machines**
Shuster Co., F. B., New Haven, Conn.
- Riveting Machines, Hand**
Root Bros. Co., Plymouth, O.
Smith Mfg. Co., F. H., 48 and 50, St. John's Court, Chicago, Ill.

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Rivets

Garland Nut & Rivet Co., Pittsburg, Pa.
Townsend Co., C. C. & E. P., New Brighton, Pa.

Roofing, Asbestos

Johns-Manville Co., H. W., 100 William St., New York.

Roofing, Slate

Johnson & Co., E. J., 38 Park Row, New York.

Roofing, Tarred

McClintock & Irvine Co., The, Pittsburg, Pa.

Roofing, Tin

American Sheet & Tin Plate Co., Pittsburg, Pa.

Rope

(See Cordage.)

Rules

Chapin-Stephens Co., Pine Meadow, Conn.
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

Sad Irons, Asbestos

Dover Mfg. Co., Box 810, Canal Dover, O.

Sad Irons, Self-Heating

Duplex Mfg. Co., 40-42 W. Quincy St., Chicago, Ill.

Safety Razors

(See Razors.)

Sand Paper

(See Flint and Emery.)

Sash Balances

Pullman Mfg. Co., Rochester, N. Y.

Sash Chains

Bridgeport Chain Co., Bridgeport, Conn.

Onelda Community Co., Ltd., Onelda, N. Y.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord

Carpenter & Co., Geo. B., 200-206 S. Water St., Chicago, Ill.
Estes Mills, Fall River, Mass.
Samson Cordage Wks., Boston, Mass.
Silver Lake Co., Boston, Mass.

Sash Hangers and Fasteners

Diehl Novelty Co., Sheboygan, Wis.
Kees Mfg. Co., F. D., Beatrice, Neb.
Phenix Mfg. Co., 34 Center St., Milwaukee, Wis.

Sash Locks

Champion Safety Lock Co., Geneva, O.

Gardner Sash Balance Co., 119 Monroe St., Chicago, Ill.

Ives Co., H. B., New Haven, Conn.

Reading Hdw. Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

Yale & Towne Mfg. Co., 9 Murray St., New York.

Sash Operating Devices

Drouve Co., G., Bridgeport, Conn.

Sash Pulleys

Grand Rapids Hardware Co., 13 Pearl St., Grand Rapids, Mich.

Reading Hdw. Co., Reading, Pa.

Sausage Stuffers

Silver Mfg. Co., Salem, O.

Savings Bank

(See Banks.)

Saw Sets and Tools

Atkins & Co., E. C., Indianapolis, Ind.

Disston & Sons, Inc., Henry, Philadelphia, Pa.

Morrill, Chas., 275 Broadway, N.Y.C.

Saws

Atkins & Co., E. C., Indianapolis, Ind.

Disston & Sons, Inc., Henry, Philadelphia, Pa.

Jennings & Co., C. E., 42 Murray St., New York.

Massachusetts Saw Works, Chicopee, Mass.

Simonds Mfg. Co., Fitchburg, Mass.

Saws, Hack

Atkins & Co., E. C., Indianapolis, Ind.

Diamond Saw & Stamping Works, Buffalo, N. Y.

Disston & Sons, Inc., Henry, Philadelphia, Pa.

Jennings & Co., C. E., 42 Murray St., New York.

Millers Falls Co., 28 Warren St., New York.

Union Hardware Co., Torrington, Conn.

West Haven Mfg. Co., New Haven, Conn.

Scales

Hanson Bros., 18 W. Randolph St., Chicago, Ill.

Osgood Scale Co., Binghamton, N.Y.

Pelouze Scale & Mfg. Co., 118 W. Jackson Boul., Chicago, Ill.

Reading Hdw. Co., Reading, Pa.

Triner Scale & Mfg. Co., 1255 W. 21st St., Chicago, Ill.

Scissors

(See Shears.)

Screens, Coal, Sand, etc.

Clinton Wire Cloth Co., Clinton, Mass.

Gilbert & Bennett Mfg. Co., Chicago, Ill.

Ludlow-Saylor Wire Co., St. Louis, Mo.

N. J. Wire Cloth Co., Trenton, N. J.

Wright Wire Co., Worcester, Mass.

Screens, Door and Window

Continental Co., 1120 Penobscot Bldg., Detroit, Mich.

Roebuck Weather Strip & Wire Screen Co., 176 Fulton St., New York.

Screw Drivers

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Disston & Sons, Inc., Henry, Philadelphia, Pa.

Ducharmes & Co., Shelburne Falls, Mass.

Mayhew Co., H. H., Shelburne Falls, Mass.

North Bros. Mfg. Co., Phila., Pa.

Stanley Rule & Level Co., New Britain, Conn.

Tower & Lyon Co., 95 Chambers St., New York.

Tuck Mfg. Co., Brockton, Mass.

Screws

Murray, Robert, 24 Duane St., New York.

Reading Hdw. Co., Reading, Pa.

Scythe Stones and Whetstones

Cleveland Stone Co., Cleveland, O.

Pike Mfg. Co., Pike, N. H.

Scythes

Andresen & Co., Alfred, 1304 Washington Ave., South Minneapolis, Minn.

National Cutlery Co., Detroit, Mich.

Settees, Iron and Wire

Stewart Iron Works Co., Cincinnati, O.

Shears and Scissors

Atlas Shear Co., Bridgeport, Conn.

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Heinisch's Sons Co., R., Newark, N. J.

Silberstein, A. L., 450 Broadway, New York.

Wiebusch & Hilger, Ltd., 9 Murray St., New York.

Wiss & Sons Co., J., Newark, N. J.

Sheet Metal Specialties

Eller Mfg. Co., Canton, O.

Sheets, Iron and Steel

American Sheet & Tin Plate Co., Pittsburg, Pa.

Shelf Boxes

(See Boxes.)

Shelf Ladders

(See Ladders.)

Shot Guns

(See Guns.)

Shovels, Spades and Scoops

Avery Stamping Co., Cleveland, O.

Channon Co., H., Chicago, Ill.

Show Cases

Detroit Show Case Co., 476-490 W. Fort St., Detroit, Mich.

Grand Rapids Show Case Co., Grand Rapids, Mich.

Signs

U. S. Decalcomania Co., 154 Lake St., Chicago, Ill.

Sink Brushes, Wire

Bigelow, J. F., Worcester, Mass.

Sinks

Mott Iron Works, J. L., 84 Beekman St., New York.

Sink Strainers

Andrews Wire & Iron Works, Rockford, Ill.

Skate Sharpeners

Osborn Mfg. Co., Cleveland, O.

Skates, Hockey and Racing

Johnson, Nestor, 636 N. California St., Chicago.

Skates, Ice

Barney & Berry, Springfield, Mass.

Graham & Co., John, 113 Chambers St., New York.

Martin Skate Co., Boston, Mass.

New York Sporting Goods Co., 17 Warren St., New York.

Union Hardware Co., Torrington, Conn.

Winslow Skate Mfg. Co., Samuel, Worcester, Mass.

Skates, Roller

Barney & Berry Springfield, Mass.

Cycle Skate & Sporting Goods Co., 37 Park St., New York.

New York Sporting Goods Co., 17 Warren St., New York.

Richardson Ball Bearing Skate Co., 501 Wells St., Chicago, Ill.

Union Hardware Co., Torrington, Conn.

Winslow Skate Mfg. Co., Samuel, Worcester, Mass.

Skylights

Drouve Co., G., Bridgeport, Conn.

Eller Mfg. Co., Canton, O.

Sleds

Allen & Co., S. L., Box 1100 H., Philadelphia, Pa.

Hunt-Helm-Ferris & Co., Harvard, Ill.

Snow Shovels

Avery Stamping Co., Cleveland, O.

Continental Co., 1120 Penobscot Bldg., Detroit, Mich.

Soldering Coppers

Clendennin Bros., Baltimore, Md.

Turner Brass Works, 61 Franklin St., Chicago, Ill.

Soldering Furnaces

Clayton & Lambert Mfg. Co., Detroit, Mich.

Turner Brass Works, Chicago, Ill.

Spoke Shaves

Ohio Tool Co., Columbus, O.

Stanley Rule & Level Co., New Britain, Conn.

Spoons and Forks

(See Plated Ware.)

Sporting Goods

Cycle Skate & Sporting Goods Co., 37 Park St., New York.

Draper-Maynard Co., Plymouth, N. H.

New York Sporting Goods Co., 17 Warren St., New York.

Spring Hinges

(See Hinges.)

Spring

Gibson Co., Wm. D., Chicago, Ill.

Tuck Mfg. Co., Brockton, Mass.

Squares, Steel

Disston & Sons, Inc., Henry, Philadelphia, Pa.

Nicholls Mfg. Co., Ottumwa, Ia.

Southington Cutlery Co., 42 Murray St., New York.

Squares, Try, Mitre, etc.

Disston & Sons, Inc., Henry, Philadelphia, Pa.

Duby & Shinn Mfg. Co., Inc., 34 E. 29th St., New York.

Fox, P. L., 432 William St., Bridgeport, Conn.

Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures

Mott Iron Works, J. L., 84 Beekman St., New York.

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Stamping, Sheet Metal
Avery Stamping Co., Cleveland, O.
Cleveland Stamping & Tool Co., Cleveland, O.

Staples, Wire
Townsend Co., C. C. & E. P., New Brighton, Pa.
Wright Wire Co., Worcester, Mass.

Steel Ware, Cooking
Avery Stamping Co., Cleveland, O.
Cleveland Stamping & Tool Co., Cleveland, O.

Step Ladders
(See Ladders.)

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.

Standard Tool Co., Cleveland, O.

Stove Boards
Cooper & McKee, 119 Lorimer St., Brooklyn, N. Y.

Stove Trucks
Arcade Mfg. Co., Freeport, Ill.
Howes Co., S. M., Boston, Mass.

Stoves and Ranges
Bibb Stove Co., B. C., 101 Light St., Baltimore, Md.

Mott Iron Works, J. L., 84 Beekman St., New York.

Willard, W. G., 59 Willard Bldg., St. Louis, Mo.

Stoves, Oil and Gasoline
Briscoe Mfg. Co., Detroit, Mich.
Plume & Atwood Mfg. Co., 29 Murray St., New York.

Taylor & Boggis Fdry. Co., Cleveland, O.

Strainers, Kitchen
Roseland Can & Specialty Co., Rockford, Ill.

Watson-Porter-Watson Co., Ltd., Unadilla, Mich.

Strainers
(See Slink Strainers.)

Strops
(See Razor Strops.)

Swings, Roller
Hutchins Roller Swing Co., 110 Henry St., Alton, Ill.

Table Ware
(See Plated Ware.)

Tables, Folding
Udell Wks. The, 1228 W. 28th St., Indianapolis, Ind.

Tacks, Brass Head
American Ring Co., Waterbury, Conn.

Tapes, Measuring
Lufkin Rule Co., Saginaw, Mich.
Starrett Co., L. S., Athol, Mass.

Taps and Dies
Armstrong Mfg. Co., Bridgeport, Ct.
Standard Tool Co., Cleveland, O.

Terne and Tin Plate
American Sheet and Tin Plate Co., Pittsburg, Pa.

Ties, Horse and Cow
Bridgeport Chain Co., Bridgeport, Conn.

Onelda, Community, Ltd., Onelda, N. Y.

Tin Boxes, Cash, Bond, etc.
Merriam Mfg. Co., Durham, Conn.

Toasters, Bread
Harkins & Willis, Ann Arbor, Mich.
Roseland Can & Specialty Co., Rockford, Ill.

Standard Stamp'g Co., Marysville, O.

Wilson Toaster Mfg. Co., Ferguson Bldg., Pittsburg, Pa.

Tool Chests and Cabinets
American Tool Chest Co., 200 W. Houston St., New York.

Jennings & Co., C. E., 42 Murray St., New York.

Tool Kits, Pocket
Ulery Co., U. J., 9 E. Warren St., New York.

Tools
(See Articles.)

Torches, Plumbers'
Clayton & Lambert Mfg. Co., Detroit, Mich.

Turner Brass Works, 61 No. Franklin St., Chicago, Ill.

Torches, Miners'
McClintock & Irvine Co., Pittsburg, Pa.

Torches, Outdoor, Gasoline
Berger Mfg. Co., Canton, O.
Turner Brass Works, 61 N. Franklin St., Chicago, Ill.

Trowels, Brick, etc.
Diaton & Sons, Inc., Henry, Philadelphia, Pa.

Trowels, Garden
Avery Stamping Co., Cleveland, O.

Tree Guards
Stewart Iron Works Co., Cincinnati, O.

Wright Wire Co., Worcester, Mass.

Trucks, Nail Keg
Peck Hdw. & Mfg. Co., C. A., Berlin, Wis.

Trucks, Steve
Arcade Mfg. Co., Freeport, Ill.

Tubing Steel
American Tube & Stamping Co., Bridgeport, Conn.

Shelby Steel Tube Co., Pittsburg, Pa.

Turnbuckles
Merrill Bros., Brooklyn, N. Y.

Turn Plates
New Departure Mfg. Co., Bristol, Conn.

Twines
(See also Cordage.)
Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Columbian Rope Co., Auburn, N. Y.

Estes Mills, Fall River, Mass.

Twist Drills
(See Drills.)

Varnishes
(See Paints.)

Varnish Removers
Adams & Elting Co., Station I, Chicago, Ill.

Lucas & Co., John, Philadelphia, Pa.

Valves and Plungers
Berger Bros. Co., Philadelphia, Pa.

Vases, Iron
Mott Iron Works, J. L., 84-90 Beekman St., New York.

Stewart Iron Works Co., Cincinnati, O.

Vehicle Washer
Ardrey Vehicle Washer Co., 1384 Main St., E. Rochester, N. Y.

Ventilators
Drouve Co., G., Bridgeport, Conn.
Globe Ventilator Co., Troy, N. Y.

Vises
Bonney Vise & Tool Co., Philadelphia, Pa.

Columbian Hdw. Co., Cleveland, O.

Parker Co., Chas., Meriden, Conn.

Tower & Lyon Co., 95 Chambers St., New York.

Waffle Irons
Ely Mfg. Co., Theo. J., Girard, Pa.

Wagons, Coaster
Hunt, Helm, Ferris & Co., Harvard, Ill.

Wagon Jacks
(See Jacks.)

Wagons, Delivery
Sycamore Wagon Works, 109 Edward St., Sycamore, Ill.

Washers
(See Bolts and Nuts.)

Washing Machines
Brammer Mfg. Co., H. F., 1469 W. Second St., Davenport, Ia.

Glascok Bros. Mfg. Co., Muncie, Ind.

Paragon Mfg. Co., 543 Monadnock Bldg., Chicago, Ill.

Richmond Cedar Wks., Richmond, Va.

White Lily Washer Co., Davenport, Ia.

Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.

Fulper Pottery Co., Flemington, N. J.

Hale & Kilburn Mfg. Co., 33 Union Square West, New York.

Water Motors
(See Motors.)

Waste
Estes Mills, Fall River, Mass.

Weather Strips
Roebuck Weather Strip & Wire Screen Co., 176 Fulton St., New York.

Weather Vanes
Friedley-Voshardt Co., 194-204 Mather St., Chicago, Ill.

Wheelbarrows
American Fork & Hoe Co., Cleveland, O.

McWhinnie Wheelbarrow Works, Poughkeepsie, N. Y.

Syracuse Chilled Plow Co., Syracuse, N. Y.

Whip Display Rack
Best, John H., Galva, Ill.

White Lead
Enterprise Paint Mfg. Co., 225 W. Van Buren St., Chicago, Ill.

Wholesalers, Gen'l Mdse.
Butler Bros., Chicago, Ill.

Window Cleaners
Smith Mfg. Co., F. H., 48 and 50 St. John's Court, Chicago, Ill.

Window Cord
(See Sash Cord.)

Window Fasteners
(See Sash Locks.)

Window Signs
(See Decalcomania Signs.)

Wire, Brass and Copper
Plume & Atwood Mfg. Co., 29 Murray St., New York.

Wire, Barb
(See Barb Wire.)

Wire Chains
(See Chains.)

Wire Cloth
Buffalo Wire Works Co., Buffalo, N. Y.

Clinton Wire Cloth Co., Clinton, Mass.

Gilbert & Bennett Mfg. Co., Chicago, Ill.

Ludlow-Saylor Wire Co., St. Louis, Mo.

New Jersey Wire Cloth Co., Trenton, N. J.

Wright Wire Co., Worcester, Mass.

Wire Cutters
Billings & Spencer Co., Hartford, Conn.

Wire-Drawing Machinery
Wright Wire Co., Worcester, Conn.

Wire Fences
(See Fencing, Iron and Wire.)

Wire Goods
Buffalo Wire Works Co., Buffalo, N. Y.

Gilbert & Bennett Mfg. Co., Chicago, Ill.

Parker Wire Goods Co., Worcester, Mass.

Wire Nails
(See Nails.)

Wire Reels
Jones & Son, J., 62 Vesey St., New York.

Wire Rope, Iron and Steel
Wright Wire Co., Worcester, Mass.

Wire Stretchers
Northwestern Barb Wire Co., Sterling, Ill.

Wagner Mfg. Co., A. W., 40 Dearborn St., Chicago, Ill.

Wood Screws
(See Screws.)

Wooden Ware
Hart & Co., John M., Ashland Bk., Chicago, Ill.

Richmond Cedar Works, Richmond, Va.

Udell Works, Indianapolis, Ind.

Wrenches
Bemis & Call Hardware & Tool Co., Springfield, Mass.

Billings & Spencer Co., Hartford, Conn.

Bonney Vise & Tool Works, Inc., 3011-3015 Chestnut St., Philadelphia, Pa.

Coes Wrench Co., Worcester, Mass.

Mossberg Co., Frank, Attleboro, Mass.

Patterson, Gottfried & Hunter, Ltd., 146-150 Center St., New York.

Tower & Lyon Co., 95 Chambers St., New York.

Vandergrift Mfg. Co., Shelbyville, Ind.

Walworth Mfg. Co., 128-136 Federal Bldg., Boston, Mass.

Wringers, Clothes
Glascok Bros. Mfg. Co., Muncie, Ind.

Yarn, Lath and Fodder
Columbian Rope Co., Auburn, N. Y.

STEVENS

Double-Barrel Hammerless Shotgun

No. 325, List Price, \$20.00



Our Latest Offering in
Double-Barrel Shotguns

DESCRIPTION

Stevens Check-Hook, Anson & Deeley Type Action, Automatic Safety, Case Hardened Frame.

Has a Double Bolt

One in through-lump and one in extension rib. HIGH PRESSURE STEEL BARRELS, CHOKE BORED. Extension Matted Rib with Reinforced Breech, Oiled English Walnut Stock, Pistol Grip Checked, Patent Snap Forearm Checked. 12 and 16-gauge; 28-30-32-inch barrels. Weight about $7\frac{1}{4}$ to $8\frac{1}{4}$ pounds.

We Manufacture

Rifles	- -	from \$2.25 to \$150.00	List
Pistols	- -	from 2.50 to 50.00	"
Shotguns	- -	from 7.50 to 35.00	"
Rifle Telescopes		from 8.00 to 42.00	"

"Stevens-Pope" Rifle Barrels, Shotgun Cleaners,
Cleaning Rods, Gun Greases, Sights, Etc.

ASK YOUR JOBBER—All leading jobbers are in position to supply your wants at the lowest market figures. Send for complete catalog. Remember—there are no substitutes for the STEVENS.

J. Stevens Arms & Tool Co.

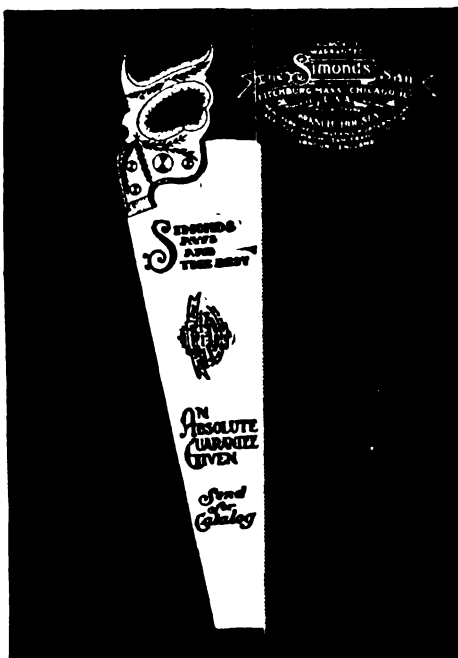
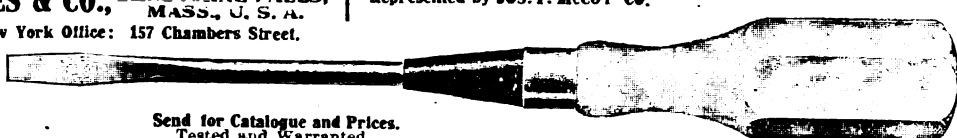
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CHICOPEE FALLS, MASS.

THE DOCHARMES & CO., MASS., U. S. A.
New York Office: 157 Chambers Street.

MANUFACTURERS OF
HIGHEST GRADE
SCREW DRIVERS,
SCREW DRIVER BITS,
NAIL SETS, ETC.

Send for Catalogue and Prices.
Tested and Warranted.



MADE BY **SIMONDS MFG. CO.**

Fitchburg, Mass.

Chicago, Ill.

There is only one

Genuine Stillson Wrench

and that is made by the

**Walworth
Manufacturing
Company**

See to it when buying from
jobbers that they do not give you
an imitation wrench. If your
dealer does not keep the Genuine
Stillson wrench, write to the

Walworth Mfg. Co.

128-136 Federal St., Boston, Mass.
Park Row Building, New York City

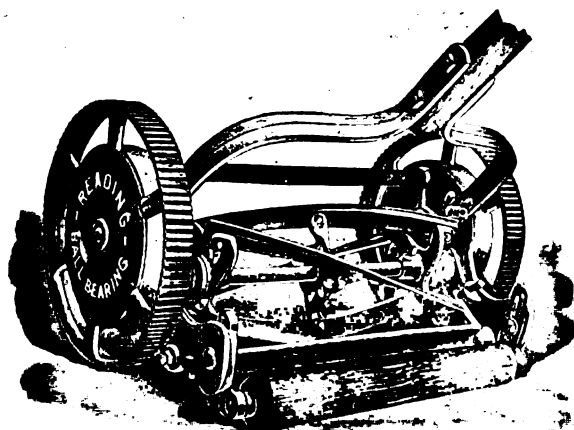
for prices and terms.

RAZOR HONES



S. R. PROESCHER
79 Warren Street, NEW YORK

READING Ball-Bearing Lawn Mowers



**HIGH WHEEL
HIGH GRADE**

SIZES

14, 16, 18, 20 inch

These mowers are light,
easy-running, strong and dur-
able They are beautifully
finished in white and carmine,
with gold striping.

MADE BY

READING HARDWARE CO., Reading, Pa.

NEW YORK
96 and 98 Reade St.

PHILADELPHIA
617 Market St.

CHICAGO
105 Lake St.

WHOLESALE HARDWARE DIRECTORY

Gives Date Established, Capital Stock (if incorporated), Class of Goods Handled,
Territory Covered etc 12th Annual Edition.

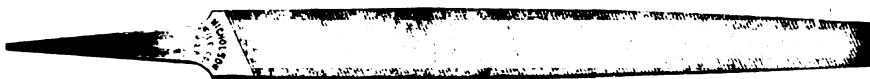
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"QUALITY WILL TELL" which explains why STAR HACK SAW BLADES are so exceedingly popular everywhere. We do not pretend that they are as low in price as other brands in market, but do claim that they are by far the most economical of any to use. You will get full value for your money when you buy **STAR SAWS**.

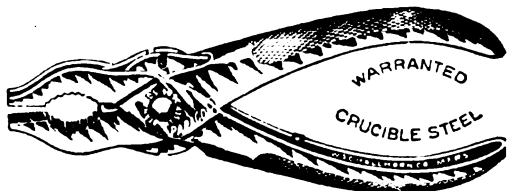
MILLERS FALLS COMPANY, 28 WARREN STREET, NEW YORK

Nicholson File Company

General Offices:
Providence, R. I., U. S. A.



FILES AND RASPS



PARAGON PLIERS and PUNCHES

WARRANTED TOOLS at Most Popular Prices
Crucible Steel Nickel Plated
Lightest, Neatest and Cheapest.

MANUFACTURED BY

The Wm. Schollhorn Co., New Haven, Conn.
Makers of Bernard's Patents, Bernard, Paragon, Lodi and Excelsior Pliers, Punches, Nippers and Dividers.

JOBS IN HARDWARE, CUTLERY and BOUGHT AND SOLD HOUSE-FURNISHING GOODS

All Kinds of Files, Rasps and Mechanics' Tools my Specialty

CHAS. WEILAND

147-149 CHAMBERS STREET, 129-131 READE STREET, NEW YORK CITY



READY TO APPLY FINISHED JOINT

BRISTOL'S PATENT STEEL BELT LACING

MOST EFFICIENT FASTENER FOR ALL BELTS
Saves Money for User Makes Money for Dealer
Write for New Circular AA and Samples

THE BRISTOL CO., Waterbury, Conn., U. S. A.
New York, 114 Liberty St. London, 23 College Hill



Constructed on scientific principles, it produces nails of proper form and eliminates the coarse, thickening tendency caused by cutters of the shearing or biting principles.

The GEM has stood the test of time. IT SELLS.

The Gem has stood the test of the U. S. Circuit Court of Appeals. Beware of infringements.

THE H. C. COOK CO., Ansonia, Conn.
Temporary Office: 505 Scott St., San Francisco

THE BRONZE POWDER WORKS CO.

Formerly CARL SCHLENK

Factories: Elizabeth, N. J. Roth, near Nuremberg, Germany
Bronzes for Gilding Agricultural Implements, Tools and Washing Machines a Specialty.

Send for samples and prices. New York Office: 93 William St.
FRESCO GOLD PAINT.

JOHN SOMMER'S PERFECTION RED CEDAR FAUCETS

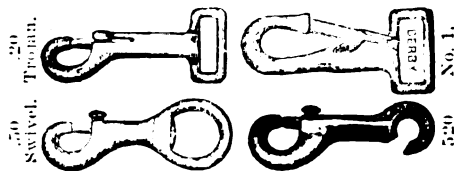
First Quality Warranted Finely Finished
Made out of the Best Selected Florida Red Cedar. Only the Genuine are stamped in the wood, with our trade-mark **MALTISE CROSS**.

Write for prices on all kinds of Wood Faucets.

JOHN SOMMER'S SON
355-365 CENTRAL AVENUE NEWARK, N. J.

COVERT MFG. CO.

TROY, N. Y.



Sold by all Jobbers at best discounts.

COVERT MFG. CO., TROY, N. Y.
U. S. A.

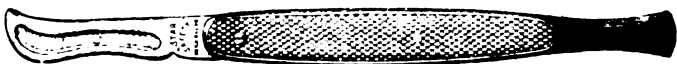
Clothes Lines
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Shade and
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Also Manufacturers and Importers
of all kinds of
CORDAGE
SAMSON CORDAGE WORKS, Boston, Mass.

INSIST ON HAVING
BROWN
WELDLESS
SOLD BY WIERUSCH & HILGER, LTD., New York, N. Y.

COW TIES
MADE BY BRIDGEPORT CHAIN CO., Bridgeport, Conn.
NO. 100

WHY SHOULD YOU SUFFER ?
Be Your Own Chiropodist



Increase your Sharpening Stone Sales through the medium of
Pike Selling Assortments.
 SEPTEMBER, 1906

UNIV.
 SEP

HARDWARE DEALERS' MAGAZINE

STEVENS

REPEATING GALLERY RIFLE No. 80

A NOTABLE PRODUCTION.

SUITABLE FOR MAN OR BOY.

A TYPICAL STEVENS—NO TOY!

See Page 570.

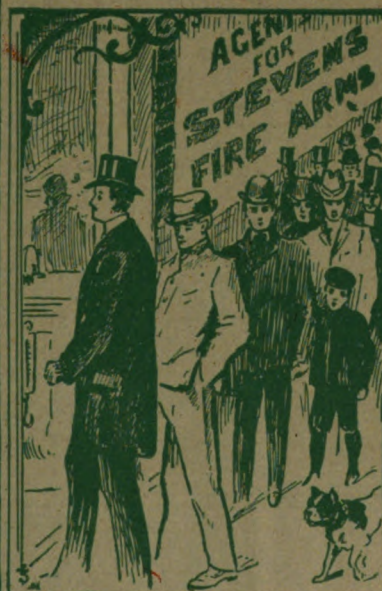
Your jobber can supply you. Send for 140 page complete catalog.

SPECIFY "STEVENS REPEATER."

J. STEVENS ARMS & TOOL CO.

P. O. Box 225,

CHICOPEE FALLS, MASS., U. S. A.



Index to Advertisers
 SEE LAST PAGES

TEN CENTS
 A COPY

PUBLISHED BY DANIEL T. MALLET AT 253 BROADWAY NEW YORK

ONE DOLLAR
 A YEAR

BOMMER SPRING HINGES
 (ESTABL. 1876.)

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Star Expansion Bolt Co.
 147-149 Cedar Street, New York City

Star Expansion Bolts
 without

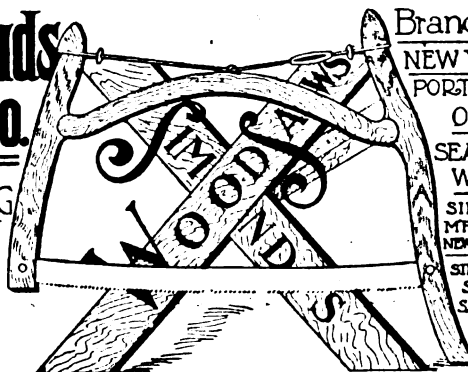
EXCELSIOR
ALL GRADES
THEO. P. HUFFMAN & CO.
For All Purposes
648-650 West 34th St., NEW YORK CITY

WHOLESALE HARDWARE DIRECTORY

Gives Date Established, Capital Stock (if incorporated), Class of Goods Handled, Territory Covered, etc. 12th Annual Edition.

DANIEL T. MALLETT, 253 Broadway, New York. Price, \$1.00 Postpaid.

**Simonds
Mfg Co.**
 FITCHBURG
 MASS
 CHICAGO,
 ILL



Branches
 NEW YORK
 PORTLAND
 ORE
 SEATTLE
 WASH
 SIMONDS
 MFG CO LTD
 NEW ORLEANS
 SIMONDS
 SAW CO
 SAN FRAN
 CISCO



**ALL OF OUR TOOLS ARE
FULLY WARRANTED**

SEND FOR CATALOGUE

**CHAS. MORRILL, 275 BROADWAY
NEW YORK**



**EASY MONEY
100 per cent. Profit**
 is made in handling the
**Ideal Pinking
Machine**

Fully Warranted.

POPULAR PRICE.

STEADY DEMAND.

Cuts fancy edge on silk, cloth linings for ladies', gentlemen's or children's clothing, chamois leather, kid, morocco leather, etc. Will also cut several (10, 12, 16 or more) thicknesses of goods. Write, phone or call.

THE ROTARY FILE & MACHINE COMPANY
 Mfrs. of Labor-Saving Machines for Hardware Trade
 Tel., 3754 W'msburg. 589 Kent Ave., Brooklyn, N. Y. Dept. H.

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Drop Presses

and

**AUTOMATIC DROP HAMMERS
FOR FORGING**

BUILT BY

**The Waterbury Farrel
Foundry & Machine Co.
WATERBURY, CONN., U. S. A.**

KEEN AND LASTING



cutting edges are The
Feature in "Ohio"
Edge Tools.

Every "Ohio" tool is covered by a broad and satisfying guarantee.

Our line is a very Complete one, including Planes, both Iron and Wood, Chisels, Drawing Knives, Auger Bits, Bench and Hand Screws, Etc.

WE DO NOT SELL CATALOGUE HOUSES

**OHIO TOOL COMPANY, COLUMBUS, OHIO, U. S. A.
AUBURN, N. Y.,**



DOOR BELLS

We manufacture a full line of Door Bells and Escutcheons in all finishes. Write for our descriptive catalogue

THE STARR BROS. BELL CO.

EAST HAMPTON,

CONNECTICUT



IF IT'S QUALITY
 YOU WANT IN
 WE ONLY MAKE ONE QUALITY, AND THAT IS THE BEST ON EARTH.

FILES, "DELTA" IS THE BRAND

CARVER FILE COMPANY

DELTA FILE WORKS.

3227 Frankford Avenue. Philadelphia. Penna.

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The Best Oilers Made

Copperized and Nickel Plated

Manufactured from best quality of **Cold Rolled "Swedoh" Steel**, prepared at our Rolling Mills.

All goods subjected to a most rigid system of inspection before being packed for shipment.

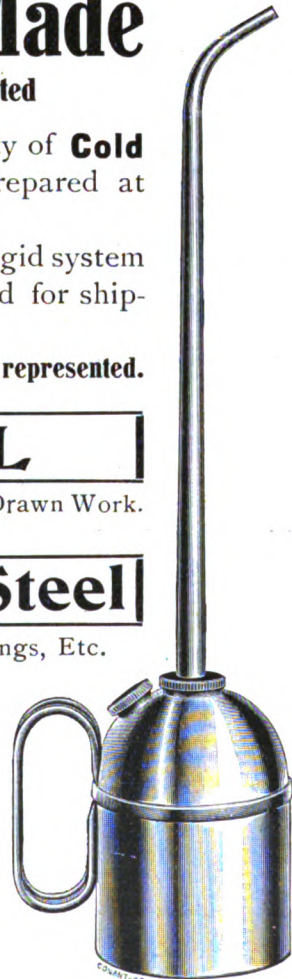
All our goods guaranteed to be as represented.

STEEL

For Pressed, Stamped and Drawn Work.
ALSO

Crucible Steel

For Cutlery Work, Springs, Etc.



Write us about your requirements; we shall be glad to figure with you on the manufacture of sheet steel hardware specialties under contract or on a royalty basis.

The American Tube and Stamping Co.

New York Office:
258 BROADWAY.

Main Office and Works:
BRIDGEPORT, CONN.

We Are Advertising For You.

In September we commence talking to over two million, nine hundred thousand of the most intelligent, enterprising farmers of our country about the superiority of PITKIN'S BARN PAINT.

The talk is both interesting and convincing. Such high class, influential journals as Orange Judd Farmer, Successful Farming, Up-to-date Farming and Farm Life and many others of equal standing are being used. This means that those who are able to buy will be reached and persuaded.

Every advertisement and the whole follow-up plan sends the interested ones to you, Mr. Dealer. It is all so direct, vigorous and continuous that it is simply bound to create business in your neighborhood.

Grasp your opportunity—have a stock of Barn Paint on hand when the inquirers come in and you are sure to make sales. Write us for details of the advertising plan and for prices, etc.

GEO. W. PITKIN CO.

Paint and Color Makers.

Originators of Barn Paint.

FOUNDED 1868.

CHICAGO, U. S. A.

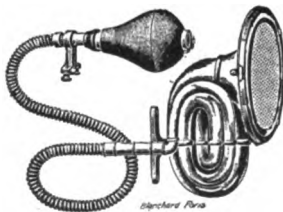
HEADQUARTERS--

Everything for the Automobile

We guarantee satisfaction in the execution of every order, large or small.

MANUFACTURERS OF
"CONTINENTAL"

Auto Lamps, Generators, Clocks, Calliope Horns and Auto Supplies.



SOLE U. S. AGENTS FOR
"BLANCHARD"

Famous French Horns, Pirelli & Co.'s Italian Cable and the Celebrated English Compound Air Pumps.

Our complete 128 page catalogue for Hardware Dealers will be mailed, free, upon request, also our *red booklet*, illustrating the complete line of "*Blanchard*" Famous French Horns.

The Motor Car Equipment Company

Manufacturers, Importers
and Distributors of

AUTOMOBILE ACCESSORIES

Main Offices and Warerooms:

55 Warren Street, NEW YORK



What We do for You when you handle Yale & Towne Padlocks

WE offer, free of all charge to you, a service which comprehends a Supply Department free absolutely, and personal advertising advice on all matters connected with Yale Padlocks.

SUPPLY DEPARTMENT

A "Book About Padlocks," illustrated and showing 53 places in which padlocks are of use.

A book that really *sells* padlocks.

A Catalogue showing the Yale & Towne Padlocks you carry.

Envelopes for your use.

"The Little Black Box"—an interesting story, splendidly illustrated, 2 colors.

Tags for your use.

Package Labels for your use.

Rubber Stamp for your use.

Leaflets, 2 colors, illustrated.

Street Car Signs.

Display Signs.

Newspaper Ads.

Newspaper Reading Notices.

Cuts (electrotypes or half tones) for newspapers and circulars.

Each of the above bears

Your Name and Address

in a conspicuous place

Write to us about our Sample Board showing twelve *actual* Yale & Towne Padlocks.


Send for 32-page, 2-color, Illustrated Booklet, "Suggestions for Selling Yale Padlocks."

Advertising Department

The Yale & Towne Mfg. Co.

9 Murray Street, New York

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



A Jack as Safe as a National Bank—
That's THE ACME JACK—THE BALL-BEARING ACME JACK

It can be used anywhere where the lifting of any kind of a load is required, no matter how large. Weighs less, costs less, than any other Jacks of the same capacity, and will do twice as much work in half the time. Guaranteed to hold the load, under all conditions. It will pay you to know all about the Acme. The information is **FREE**

The trade discount is large enough to make this a profitable line. Other dealers are selling our Jacks profitably and you can do likewise.

Acme Ball-Bearing Co., Chappaqua, N. Y. Smith & Hemenway, Sales Dept.
 108-110 Duane St., New York City

Divine's Genuine Red Devil Water Motor with Fan

will keep you cool, 100 per cent. cheaper than electric fans. Can attach motor to any faucet. Can use any place any time. Speed regulated by faucet. Light water pressure will give sufficient power for cooling.

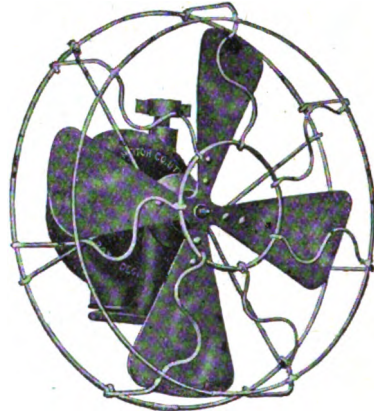
Motor and fan\$6.50
 Discount to trade.

Write for free booklet all about the most useful article in the world.

DIVINE WATER MOTOR CO.

108-110 Duane Street

NEW YORK



Red Devil Glaziers' Diamonds



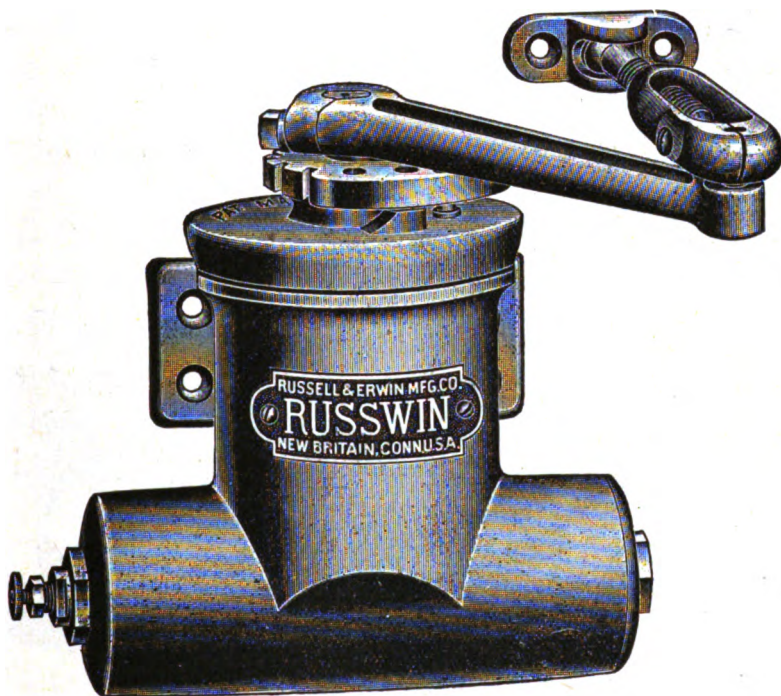
Each tool is tested before leaving the hands of skilled workmen. Finely finished rosewood nickel-plated and hardwood handles.

- | | | |
|----------|--|------------------|
| No. 044. | Sure Cut, wide head with roller; for expert or amateur's use, rosewood handle. | List each |
| No. 038. | Swivel head, Brazilian diamond, rosewood handle..... | List each \$7.00 |
| No. 043. | Swivel head, African diamond, black handle..... | List each \$4.00 |
| No. 041. | Solid head, African diamond, rosewood handle..... | List each \$3.00 |
| No. 039. | Solid head, rosewood handle, 4 1/2 inches long..... | List each \$3.00 |
| No. 040. | All metal, vest pocket size, nickel plated..... | List each \$3.90 |

Write for Glaziers' Green Book and TRADE DISCOUNT.

SMITH & HEMENWAY CO., 108-110 Duane St., New York

THE RUSSWIN LIQUID DOOR CHECK



MAY BE APPLIED TO EITHER RIGHT OR LEFT HAND DOORS without reversing either the arm or spring. The labor of reversing and the possibility of error in reassembling the check are absolutely eliminated in the Russwin Liquid Door Check.

SELECTED MATERIALS SKILLFUL WORKMANSHIP
CAREFUL SUPERVISION

These are the Reasons for Russwin Superiority.

Advertising Literature upon request.

RUSSELL & ERWIN MANUFACTURING CO.

NEW YORK CHICAGO
SAN FRANCISCO

New Britain, Conn.

BALTIMORE LONDON
PHILADELPHIA



"AMERICAN" (2 in 1) **Twin Freezer**

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer

**SOMETHING ENTIRELY NEW
NEVER DONE BEFORE**

THE OLD TIME FAVORITES:

"LIGHTNING"

"GEM"

"BLIZZARD"

ICE CREAM FREEZERS

THEY ARE

Well Advertised
In Demand
Easily Sold
Satisfactory In Use
Of Known Reputation

THEY EXCEL IN

Easy Running
Quick Freezing
Economy
Convenience
Practical Results



They are sold by
Leading Jobbers
in Canada

Send for 1906 Freezer Book



"Yankee Tools"

Ask your Jobber about them
and send for "Yankee"
Tool Book.

ARE ALSO MADE BY

North Bros. Mfg. Co., Philadelphia, Pa., U. S. A.

Our Big New Catalogue

Can be Seen at nearly Every Retail Jeweler's in New York City and Throughout the United States

This superb catalogue has for 34 years been the accepted leader of fashions and the standard authority in the New York market for reliable choice goods, latest styles and lowest prices in

Jewelry and Kindred Lines

It quotes only regular (list) prices, and it is the only complete work of its kind emanating from the great center of American industry and commerce. *It illustrates Attractive, Appropriate and Profitable*

Special "Side Lines" for Merchants

Gold and Silver Novelties, Toilet Goods, Smoking Sets, Shaving Sets, Fine Cut Glassware, Leather Goods, Oil Paintings, Fine China, Copper Goods, Manicure Sets, Opera and Field Glasses, Canes and Umbrellas, Pens, Pencils, Emblems, Badges, and Thousands of New, Novel and Useful Quick-selling Goods at Lowest New York Prices.

WE SEND THE BOOK FREE TO MERCHANTS ON REQUEST

S. F. Myers Co

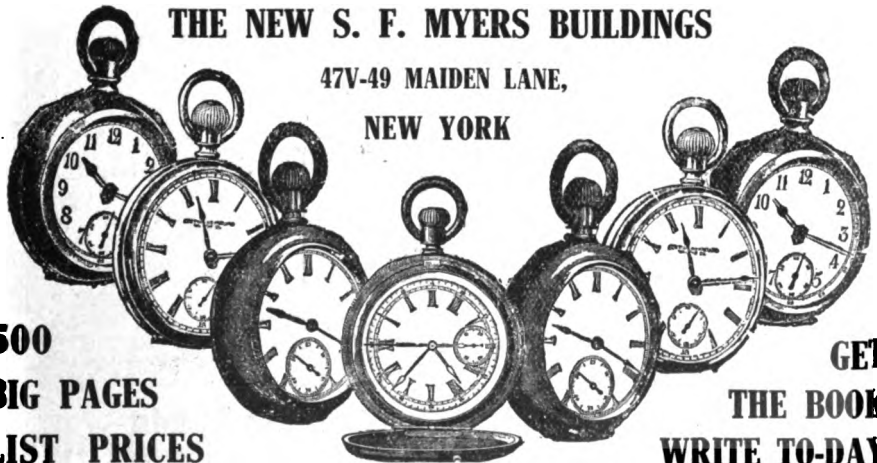
MANUFACTURERS, IMPORTERS, EXPORTERS, DIAMOND CUTTERS, AND WHOLESALE DEALERS IN

Watches, Diamonds, Silverware, Clocks, Musical Merchandise, Etc.

THE NEW S. F. MYERS BUILDINGS

47V-49 MAIDEN LANE,

NEW YORK



**500
BIG PAGES
LIST PRICES**

**GET
THE BOOK
WRITE TO-DAY**

Squares That Are "On the Square"

FOX'S ALL STEEL TOOLS

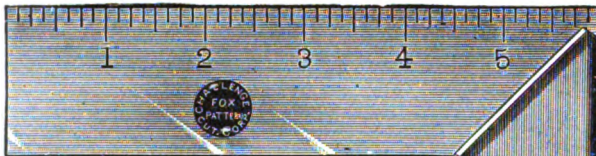
**Made by Challenge Cutlery Corporation, Bridgeport, Conn.
All Are Absolutely Accurate.**

Retailers:

Ask your Jobber
about this line !
He has it !



No. 5.—Gauge Square, 6", 8" and 10".

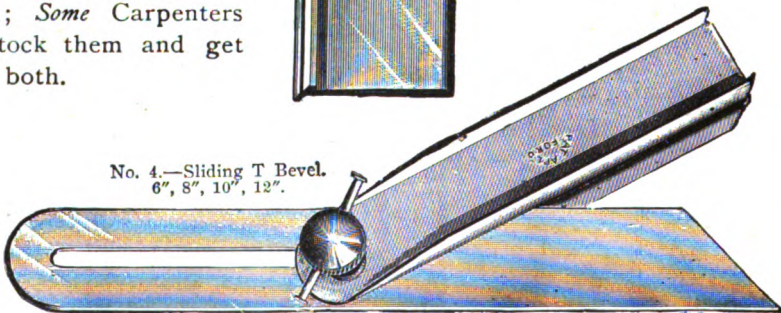


No. 2.—Miter Square, 4 1/2", 6", 8".

All Carpenters use some of
these tools ; Some Carpenters
use all. Stock them and get
the trade of both.

Jobbers:

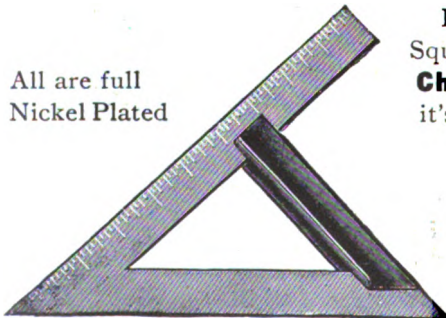
Write for prices, if not
handling the line.



No. 4.—Sliding T Bevel.
6", 8", 10", 12".

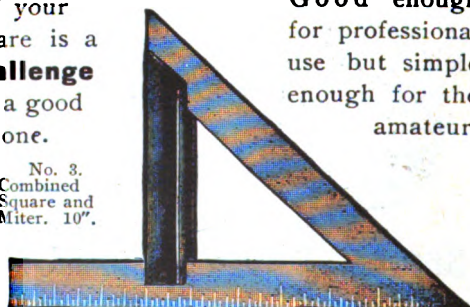
QUALITY HIGH, BUT CAN BE SOLD AT POPULAR PRICES

All are full
Nickel Plated



If your
Square is a
Challenge
it's a good
one.

No. 3.
Combined
Square and
Miter. 10".



Good enough
for professional
use but simple
enough for the
amateur.

WIEBUSCH & HILGER, Ltd., Sole Agents
9 to 15 Murray St., New York San Francisco Office, HUGHSON & MERTON

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

“Niagara” COW TIES

OHIO PATTERN

Are used in all first-class dairies, as they provide for the safety of the animal as well as presenting a handsome appearance.



Equipped with two toggles and free working swivel that will not stick on account of rust.

Order early for the Fall demand.

MANUFACTURED BY

ONEIDA COMMUNITY, LTD.

Dept. I.

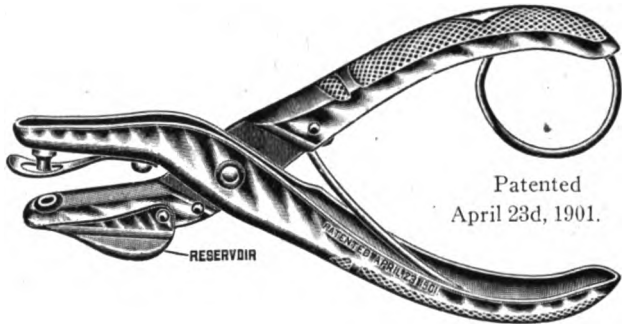
ONEIDA, N. Y.

ALSO

NIAGARA FALLS, ONT., CANADA

Trump Reservoir Ticket Punch

Assorted
Dies
or all
Round as
desired.



Patented
April 23d, 1901.

Reservoir collects all piercings and prevents them from littering up floor or carpet
Full Nickel Plated and Highly Polished.

No. 1489 KEYHOLE SAW.



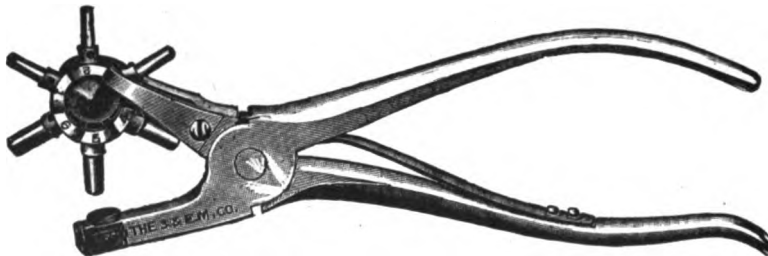
Catalogue and Prices on Application.

The Bridgeport Hardware Manufacturing Co.

Branch Office and Sample Room,
J. C. McCarty & Co., 10 Warren St., N. Y.

BRIDGEPORT, CONN.

Revolving Belt Pnnches



TUBES FOR REVOLVING PUNCHES



Write for Catalogue of HARDWARE SPECIALTIES

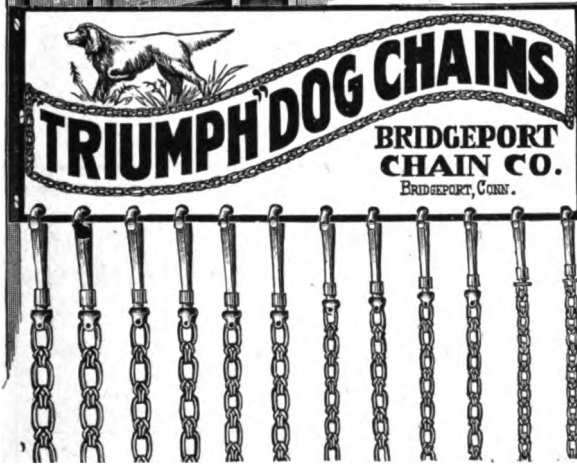
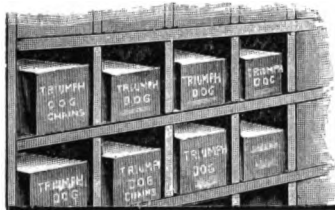
THE SMITH & EGGE MFG. CO.

BRIDGEPORT, CONN.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

MR. RETAILER

**This Beautiful Display Rack
Free and Prepaid**



YOU CAN DISPLAY your
Dog Specialties without
fear of rust if you specify
"Triumph."

Triumph Kennel
Chains and Dog
Leads in "A-R"
(anti-rust) finish
only.

The above dis-
playrack or holder
will be sent you in
exchange for your
business card and
name of your job-
ber.

**THESE HOLDERS MAKE SALES
Better Send Now**

FURNISHED ONLY BY

Bridgeport Chain Co.

BRIDGEPORT, CONN., Makers

WIEBUSCH & HILGER, Ltd., NEW YORK, N. Y.

DISTRIBUTORS

THE MANY-USE OIL



THE
SPOUT
IS IN
THE
CAN.

SPOUT
READY
FOR
USE



REVERSIBLE
DROPPER
AND
SPOUT

Sells at a Profit of
100 to 150% to YOU

THIS FAMOUS OIL IS "THE
STANDARD FOR QUALITY"

5 SIZES

2 oz. Bottle for home uses.
Large Bottle for office and store.
4 oz. Can for gunners.
½ Gal. Can for Automobiles, etc.
5 Gal. Can for Garage and Factory.



THE MANY-USE OIL CO., N. Y.
Makers

JOHN H. GRAHAM & CO., 113 Chambers St., N. Y.

Sole Selling Agents

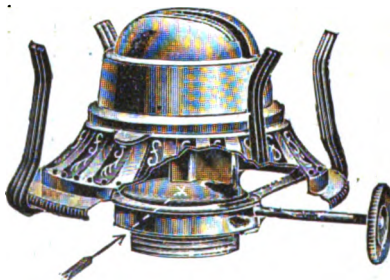
118 Holborn, London, E. C.

123 California St., San Francisco, Cal.

Copenhagen (Freeport), Denmark

AVOID FIRE !

If You Want Good Lamp-Burners, Buy



THE BANNER

ALL BRASS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw-part open, so that dust, dead insects, or charred portions of wick may collect, and, becoming saturated with oil, are liable to catch fire. **Ours Don't.**

Send for our Catalogue of Burners and Lamps

THE PLUME & ATWOOD MFG. CO.

Factory: WATERBURY, CONN.

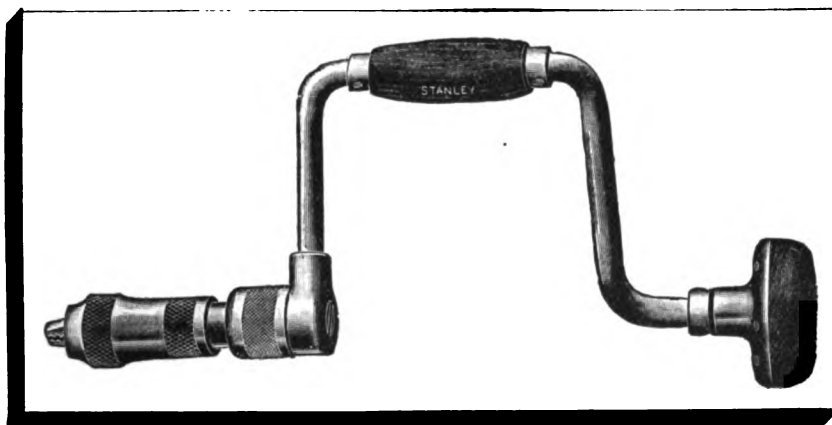
29 Murray St., NEW YORK

199 Lake St., CHICAGO

SOLD BY ALL HARDWARE DEALERS

Improved Carpentors' Tools

Of the better class of **Bit Braces** the line shown in our Catalogue No. 31 is the most Complete.



Stanley Concealed Ratchet Brace

No projections—complete protection for the
Working Mechanism.

Stanley Rule & Level Co.
New Britain, Conn., U. S. A.

NEW YORK OFFICE AND EXPORT DEPARTMENT
107 CHAMBERS STREET, NEW YORK

CHAMPION SCREW DRIVERS

Every Blade Tested to Split a Screw Head



Avoid imitations of Champion Screw Drivers.
None genuine without the name "Champion,"
which is our trade-mark and guarantee.

MANUFACTURED BY

Tower & Lyon Co., New York

Union Hardware Company

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON CO.

Roller Skates

We make all styles. Rink
or Extension. Plain or Ball
Bearing. Men and Women's



No. 15 Men's
Ball Bearing
Rink Skate.
Hemacite or
Steel Rolls.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Samson Spot Cord

is warranted free from imperfections of braid or finish. The COLORED SPOT is our TRADE MARK, used only in this extra quality cord.



Why is SAMSON SPOT CORD the best sash cord?

FIRST—Because it is made of extra quality stock.

SECOND—Because it is inspected and guaranteed free from bad splicings or rough braiding.

THIRD—Because tests show that it wears three times longer than the best chain and forty times longer than the rough cords so often found on the market.

Why carry SAMSON SPOT CORD in stock?

FIRST—Because you have lots of customers who really want the best sash cord, and are willing to pay a fair price for it.

SECOND—Because many architects have now given it ten years' trial, and are specifying it, and the builders want it quick.

THIRD—Because you will feel the same pleasure in handling that we do in making an article that thirty years' experience has proved to be the best of its kind.

We are glad to send full line of samples of our Sash Cord and other Braided Cords and Catalogue.

SAMSON CORDAGE WORKS

BOSTON, MASS.

CHAMPION SCREW DRIVERS

Every Blade Tested to Split a Screw Head



Avoid imitations of Champion Screw Drivers.
None genuine without the name "Champion,"
which is our trade-mark and guarantee.

MANUFACTURED BY

Tower & Lyon Co., New York

Union Hardware Company

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON CO.

Roller Skates

We make all styles. Rink
or Extension. Plain or Ball
Bearing. Men and Women's



No. 15 Men's
Ball Bearing
Rink Skate.
Hemacite or
Steel Rolls.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Samson Spot Cord

is warranted free from imperfections of braid or finish. The **COLORED SPOT** is our **TRADE MARK**, used only in this extra quality cord.



Why is SAMSON SPOT CORD the best sash cord?

FIRST—Because it is made of extra quality stock.

SECOND—Because it is inspected and guaranteed free from bad splicings or rough braiding.

THIRD—Because tests show that it wears three times longer than the best chain and forty times longer than the rough cords so often found on the market.

Why carry SAMSON SPOT CORD in stock?

FIRST—Because you have lots of customers who really want the best sash cord, and are willing to pay a fair price for it.

SECOND—Because many architects have now given it ten years' trial, and are specifying it, and the builders want it quick.

THIRD—Because you will feel the same pleasure in handling that we do in making an article that thirty years' experience has proved to be the best of its kind.

We are glad to send full line of samples of our Sash Cord and other Braided Cords and Catalogue.

SAMSON CORDAGE WORKS

BOSTON, MASS.

ELECTRICIANS' TOOL CHESTS



ELECTRICIANS' TOOL CHEST, No. 1000

This is a portable Tool Chest and can be conveniently carried in the hand. It is made of Chestnut, with locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place when carried by hand. Inside measurements, 17 ins. long, 5½ ins. wide, 5 ins. deep. Price, each, \$2.75

ELECTRICIANS' TOOL CHEST, No. 1001

The No. 1001 is the same as the No. 1000, except the inside measurements, which are 21 ins. long, 6½ ins. wide, and 7 ins. deep inside. Price, each, \$3.20

No. 1000 weighs 8½ lbs. crated.
Weighs 3¾ lbs. not crated.

Packed four in a crate.

No. 1001 weighs 11 lbs. crated.
Weighs 6 lbs. not crated.

For particulars write to **C. E. JENNINGS & CO.,** 42 Murray Street, NEW YORK



THIS IS IT BLUE BODY WITH YELLOW JACKET

The Only BLUE SQUARE with yellow graduations

For Particulars write

SOUTHINGTON CUTLERY CO.,

42 Murray Street, NEW YORK



READY

Our Fall Catalogue

By the time we can hear from you we shall be mailing first copies of our fall catalogue.

Tell us to send you a copy for in these days of close competition you simply cannot afford to pay more than we quote.

The book makes the same showing of our fall and holiday goods—and with the same net prices in plain figures as you'll find right now in



Our complete display of samples in each of these six cities

NEW YORK
CHICAGO
ST. LOUIS
BALTIMORE
ST. PAUL
DALLAS

In our catalogue—as in our sample displays—the goods are shown compactly, with exact information so easy to get at, that busy buyers find it a pleasure to buy from our book.

If you can't come to market, you can have the market come to you—in the form of our fall catalogue.

Write now for Catalogue No. K584.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK

CHICAGO

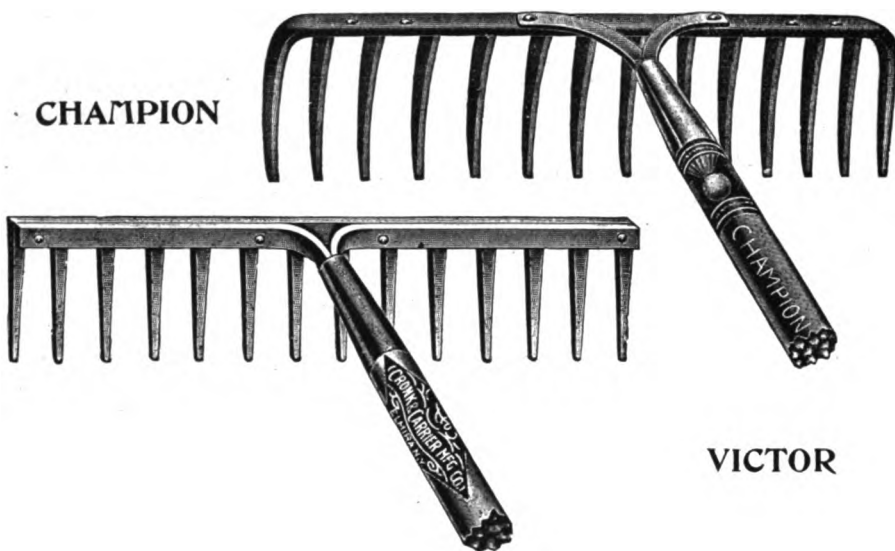
ST. LOUIS

(And MINNEAPOLIS)
Early in 1907

Samples Houses: BALTIMORE—DALLAS—ST. PAUL

We are NOT in the Steel Goods Trust

CHAMPION



VICTOR

OUR PRICES SPEAK FOR THEMSELVES



CRIMPED PRONG WEEDER



STAR DOUBLE BIT HOE

Write for 1906 Catalogue for Complete Line

THE CRONK & CARRIER MFG. CO.
ELMIRA, N. Y.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
★ THE GENUINE KAMPFE ★



THE RAZOR.

STAR
Safety Razor

Price \$1.50



THE BLADE.



THE CASE.

Three Stars for Shavers



SOME things, though old, have never been improved upon. Sunlight is still the best light and The Star Safety is still the best razor.

New-fangled fad razors and cheap imitations of the Star have come and gone, but after the 30 years that the Star has been in use, it is still the best shaving instrument man has.

This is because the Star Safety razor is, first, built upon correct principles, and second, made of the very finest materials. The Star blade is hand-forged in the old-fashioned way from the finest razor steel, ground concave and tempered by a process peculiar to Kampfe Brothers. The Star process makes the kind of razors that are handed down from grandfather to father and son.

The Star Blade can be honed and stropped more easily and better than the old-fashioned razor—if our patent Star Stropper is used. A blade that cannot be honed or stropped, cannot give you the velvety shave of a Star. The Strop puts a finer edge on a blade than can be done by any sort of grinding. Naturally this fine edge is dulled by one shaving, so that a razor blade must absolutely be stropped for each shaving if the shaver is going to get the best kind of a shave.

KAMPFE BROS.

8-12 Reade Street, New York

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. Send for Booklet with trade prices

PRICES:

Hollow Ground
\$2.50

Double Concave for Extra
Heavy Beards
\$3.00

Pair in Leather Case
\$5.50

Carbo-Magnetic Strop
\$1.00

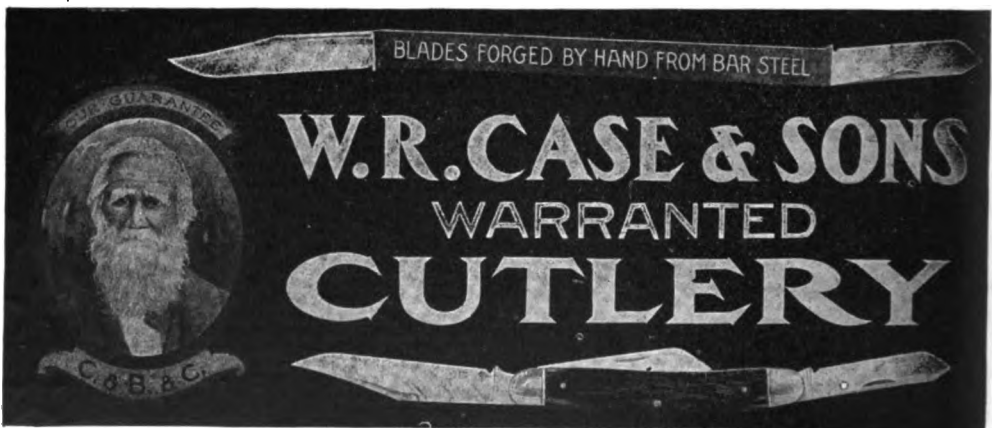


**No Honing!
No Grinding!**

**NO NEW BLADES—NO ANNUAL TAX—THE
FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving" Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors without any risk or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it to give 3,650 perfect shaves—we back that guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, N. Y.



WE WILL PREPAY any quantity of our POCKET KNIVES, BUTCHERS' KNIVES, SCISSORS, RAZORS, and RAZOR STROPS to any responsible dealer in the United States, and after 60 days' trial, if you do not find that they are superior to the line of cutlery you are carrying, you may return them to us at our expense.

**W. R. CASE & SONS,
Bradford, Pa.**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



When a man wants a Razor for his own use he wants a good one.

There does not exist any better than *Klas Tornblom's X-ray Razors* of the oldest and most genuine manufacture of *Eskilstuna, Sweden*. They are of the most unexcelled quality and finish and are fully warranted.

Our imported *Swedish Buck Saws* are fully warranted against flaws or being too soft or too hard, and are made of the purest steel with thin back.

They are sold blades only, or complete with Red Frames and Tinned Rods. Sample of these free on request.

Write at once for full particulars.

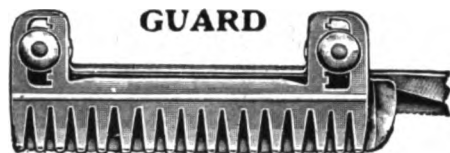
Yours truly,

ALFRED ANDRESEN & CO.

1304 Washington Ave. So.
MINNEAPOLIS, MINN.



THE SHAVEZY GUARD



May be adjusted to any blade.

Instantly changed from right to left.

Is the best and a Cheap Guard.

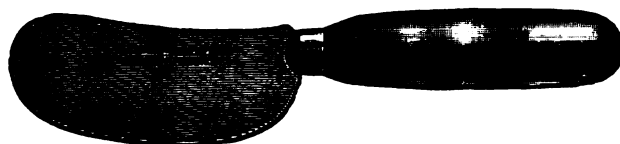
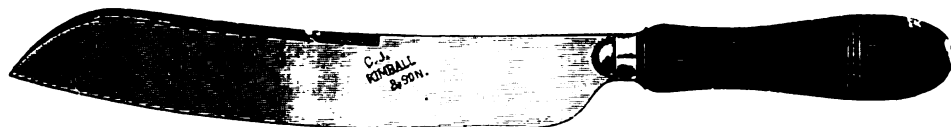
Get my prices, which are right.

L. T. WEISS, Sole Manufacturer,
297 Taaffe Place, BROOKLYN, N. Y.

C. J. KIMBALL COMPANY

BENNINGTON, N. H.

Manufacturers of



**Butcher Knives,
Shoe Knives,
Kitchen Knives,
Putty Knives,**

**Paper Hanger Knives, Factory Knives, Cigar Knives.
Screw Drivers, Drawing Knives, Etc.**

Send for Catalogue



Yes, Sir!

The "GEM JUNIOR" is certainly the best safety razor of them all. It shaves wonderfully clean—never pulls—you hardly know that you are shaving. The construction of the razor is so simple it is almost impossible for the razor ever to get out of order.

THINK OF IT!

A new blade for every day in the week. Razor complete with frame and extra handles

for stropping, all compact in handsome case, for \$1.00 at retail, leaving a good margin of profit to the dealer.

We will guarantee you from \$50 to \$250 a week

The amount, of course, depends upon your facilities or location of store.

Let us tell you how this razor can *increase your profits* every week to the above sum. More than one dealer was skeptical at first when we suggested our guaranteed plan of how to make at least \$100 a week extra. We have some dealers who have been making, for the past few months, at an average of \$250 every week selling "GEM JUNIOR" Razors at \$1.00 each, and this without risk. Not alone this, but they have increased their business on other goods in proportion, and our plan of selling "GEM JUNIOR" Razors is what did it.

Communicate with us at once—it will pay you big

THE GEM CUTLERY COMPANY

34 Reade Street, New York

Gillette Safety Razor Wins the Trade

NO STROPPING. NO HONING.

Less than two and one-half years old and nearly a million sold to satisfied customers.

It moves from stock rapidly—no long investment—but money and profit quickly return. Each outfit thoroughly guaranteed as to finish and workmanship. Hardware dealers are building a sound business upon the "Gillette."

- 12 Blades, 24 Keen Cutting Edges of Finest Steel. Each Blade Will Give 20 to 40 Shaves.
- | | |
|---|--------|
| Standard Razor Set, Triple Silver-Plated Handle and 12 Blades, in Handsome Leather Case | \$5.00 |
| No. 481, Combination Set, Standard Razor and Blades, Telescope Badger Hair Lather Brush and Stick Shaving Soap in Silver Plated Holder, in Leather Case | 6.50 |
| No. 450, Combination Set, Standard Razor and Blades, Badger Hair Lather Brush and Stick Shaving Soap in Silver-Plated Holders, in Leather Case | 7.50 |
| Quadruple Gold-Plated Set, with 12 Blades | 10.00 |
| Sterling Silver Set, with 12 Blades | 12.00 |
| Other Combination Sets in Silver and Gold up to | 50.00 |
| Extra Blades, per package of Ten | .50 |
| Standard packages of 10 blades, having 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents per package. | |
- Send for catalogue, handsomely illustrated, describing other sets in Silver and Gold.

No Blades Exchanged or Resharpened.



The Gillette Sales Company spend nearly a quarter of a million dollars yearly in advertising and this year expect to increase that amount. All this advertising helps you, Mr. Dealer, and brings profit to your store.



The Most Wonderful Steel Blade in the World!

No Hinges That Rust, No Clasps That Break,
No Springs That Weaken, One Sturdy
Frame of Mechanical Perfection.

Our NEW COMBINATION SET with razor, including soap and brush in silver holders, is a boon to the traveling man.

We supply all dealers with booklets, signs and hangers. All leading Hardware dealers are making "The Gillette" a trade-leader.

Gillette Sales Company
244 Times Building, - NEW YORK CITY



All
we ask
is a
fair trial
for



S & S KNIVES
"ALWAYS THE SAME"



An actual trial of S & S knives will do more to convince you of their superiority than whole pages of newspaper talk.

That's why we are so anxious for a trial.

We make butcher knives that please the butchers, and they are the biggest cranks on earth. If we can please them, we can please anybody. We want you to get the butchers' business in your town, and you will find it easy to get by offering them a knife that will hold an edge, a knife without hard or soft spots, in short, an S & S knife. Write for particulars and prices.

National Cutlery Co. DETROIT, U.S.A.

TRADE **VILLAGE BLACKSMITH** MARK

A KNIFE MADE IN A PRESS IS UNIFORM. IT FITS INTO A MOULD SO THAT THE BOLSTER CAN BE CAST ON IT. HAND-WORKED VILLAGE BLACKSMITH GOODS ARE IRREGULAR IN SHAPE. WON'T FIT IN A MOULD. SO WE GO TO WORK AND JUST RIVET THE GERMAN SILVER CAP BOLSTER ON BY HAND. SAND PAPER IT DOWN, OIL IT, AND IT LOOKS FINE.



THIS IS THE KNIFE BEFORE IT IS FINISHED.

The Village Blacksmith Folks

WASHINGTON CUTLERY CO.
- MILWAUKEE -



HAND-MADE BUTCHER KNIVES AND TOOLS.

The "Perfecto" Roller Razor Strop

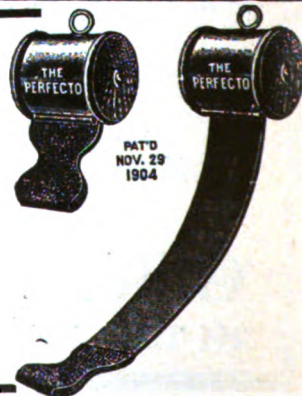
HAVE YOU SEEN IT?

RETAILS FOR 50 CENTS.

The BEST and QUICKEST Seller on the market.
The strop automatically returns to its case when not in use.
Leather specially tanned for us by the "Hemoak" process with the satin finish which insures a high-class strop of superior sharpening qualities.
Case of polished wood and enameled steel. Built to last a lifetime.

Send for Circular and Prices.

The Perfecto Mfg. Company,
TOWANDA, PA.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The Radiumite Diamond Honing Pattern

Interesting and Instructive Illustrations and Information on
the Merit of This Beautiful and Remarkable Invention.

We are herewith illustrating the celebrated patented Radiumite Diamond Honing Pattern.

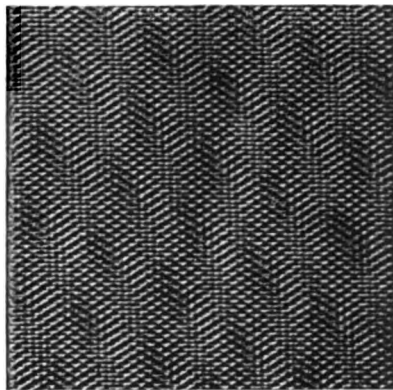
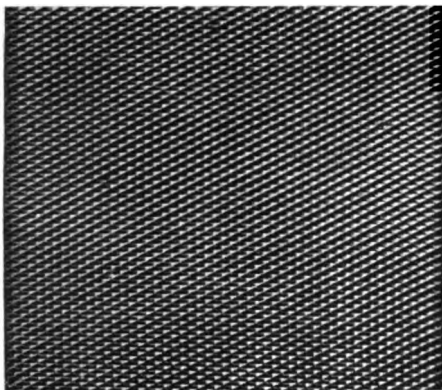
Two diamond designs are shown, No. 1 being applied to the high-priced Radiumite Strops, and No. 2 to the dollar strop, which is an accentuated pattern designed for display purposes.

Each is equally effective.

It is the Diamond Honing Pattern that

No strop in the world is as effective a self-honer, and no other self-honing strop is harmless.

To make a self-honing strop, other manufacturers must use a composition of grit, or emery, which is necessarily injurious to a razor. In many cases it can be seen to glisten and glitter on the strop.



No. 1 Sections of patterns, in actual widths. No. 2
(Patented July 31, 1906.)

hones the razor while the latter is being stropped.

Thus, harmful, gritty, or pasty compositions, with which all other self-honing razor strops are coated, are not applied to Radiumite Strops.

The Radiumite Strop is the only perfect self-honer in the world.

It is fully protected by United States government patent rights, and is manufactured only by the Radiumite Company, the exclusive owners of these rights.

Note the beauty of the pattern, the mathematical preciseness of the diamonds, and their scientific arrangement.

No strop in the world is as handsome as the Radiumite, and it is known as such at a glance.

The Radiumite Diamond Honing Pattern is not a composition, and although as effective in honing a razor, it hones it quickly, evenly, scientifically, and without harm.

Handle only Radiumite Strops, because they are the only brand in the world to which the patented Radiumite Diamond Honing Pattern can be applied.

The Radiumite strops have no composition to come off on the razor, which is the case with most of the other so-called self-honing razor strops.

A man would be as foolish to buy a strop without the Radiumite Diamond Honing Pattern as to purchase a saw without teeth.

RADIUMITE METHODS SELL MORE RAZORS AND STROPS THAN ALL OTHERS COMBINED.

Write for descriptive folder, and sample copy of The "Live Wire"—A Message of Salesmanship. It's a magazine.

The Radiumite Company

97-99-101 South Clinton Street, Chicago, Ill.

The
Radiumite
Company,
97 So. Clinton Street,
Chicago.

Please send us descriptive folder and price list on Radiumite and copy of your monthly publication—The "Live Wire," A Message of Salesmanship.

**WISS**

*To Dealers
Handling
Cutlery!*

*The name "Wiss" on shears,
scissors, tinner snips, pruning shears and
razors means "The Best Quality".*

*Whether you are in Tombstone, Ariz.
or on Broadway N. Y. we can prove -
yes - even guarantee to you that with
the "Wiss" line in stock your entire
cutlery sales will double.*

That means profits to you.

*You may doubt the above
statement - but - we can prove it -
if you let us send you a \$25⁰⁰
or \$50⁰⁰ assortment.*

Drop us a postal for our proposition!

J. Wiss & Sons Co

Newark N. J. U. S. A.

we help "Wiss dealers" sell "Wiss" shears.

DESIRABLE FACTORY OPENINGS

It will repay all manufacturers dissatisfied with their present locations, to investigate the excellent manufacturing conditions and opportunities in the Central West and Southwest along the



Factories to turn out builders' hardware of all kinds, and in fact almost every article in daily use, would find the raw material, fuel and labor conditions very favorable. Write for particulars. Illustrated booklet "Opportunities" and other Rock Island-Frisco literature on application.

M. SCHULTER, Industrial Commissioner
Frisco Building ST. LOUIS, MO.

"There's a Screw Loose Somewhere."

POCKET

REHM
HARDWARE CO.
CHICAGO

FULL
SIZE

SCREW-DRIVER

Nothing to catch or tear your Pocket. Style NP, highly finished, is a Big Seller: 1 doz. 35c., 4 doz. \$1. Postpaid. Style N, plain Nickel, a great ad. 1000 with your ad. of 30 letters stamped on one side at 2c. each; large lots less. Sample postpaid 2c. Secure it exclusive before your competitor does.

CHAS. Q. PETERSEN CO., 221 5th Ave., Chicago.

We make 200 Ad. Novelties, our list free.
Salesmen wanted (no dead ones).

EVER-READY \$1

Safety-Razor Complete

It's a \$500 Safety-Guaranteed!

WITH 12 BLADES— At all Jobbers or 299 BROADWAY, NEW YORK, THE AMERICAN SAFETY RAZOR CO.



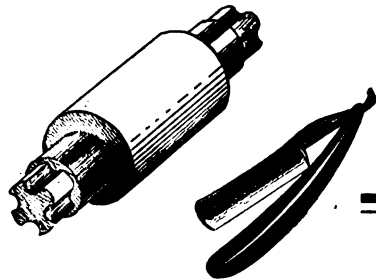
Forschner's XXXX
Brand

Butcher Knives

Made of Special
Damascus Steel, care-
fully tempered and
ground, combined
with best workman-
ship. *Superior to all
others.* Each blade
warranted.

Write for Catalogue.

Chas. Forschner & Sons
206 East 19th Street
NEW YORK, U. S. A.



When there is anything to be ground or sharpened—from a car wheel or steel roll to a razor or watch spring—Carborundum, in one of its forms, does the work better, quicker and cheaper than any other abrasive yet discovered.

Carborundum is as hard and sharp as a diamond itself.

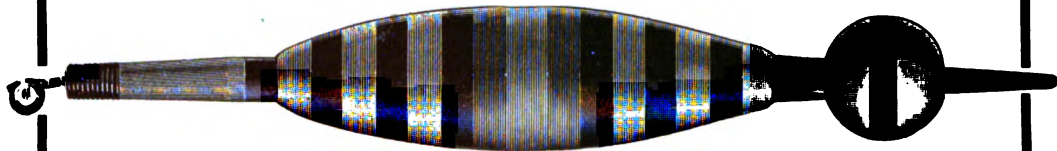
Made into Grinding Wheels, it cuts true, fast and clean—saves time, labor, money, and lasts twice as long as ordinary Grinding Wheels.

Made into hones, sharpening stones and abrasive paper, it is unequalled for sharpening and polishing.

Its use in the shop, mill or factory means true economy—more work for less money—and better work.

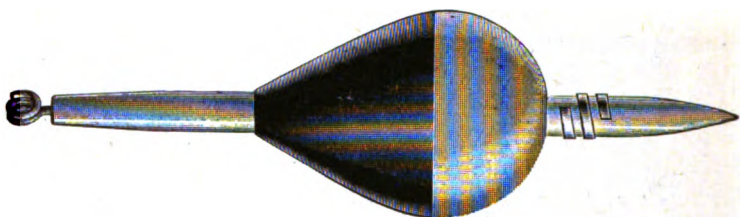
Let us send you particulars.

THE
Carborundum Company
NIAGARA FALLS, N. Y.



CORK AND WOOD FLOATS

**Furnished Fish Lines
Fish Line Assortments**



ADJUSTABLE RINGED SINKERS

The Largest Manufacturers

F. E. CHESTER & CO.

P. O. Box 367

CATALOGUE

PROVIDENCE, R. I.

BETTER and CHEAPER Coal for CARRIAGE HEATERS

ONLY ONE GRADE—THE BEST

Standard Size Carbons
for use in

CLARK,

Petty, Standard & Leh-
man Heaters

BRAND ALLEN
(12 bricks to box, 24 boxes to case)

52c. doz.

BRAND BURNRIGHT
(standard length and thickness,
2 in. wide, packed same as Allen)

42c. doz.

More Allen coal used in New York than any other Brand.

References—Every large Livery in New York.

ALLEN HEATERS the best and cheapest, \$1.50 and \$1.75

THE ALLEN COAL COMPANY, 36 Great Jones Street, NEW YORK



IT PAYS

Families, Dressmakers, Hand Laundries and others

TO USE

The Corona Flat-Iron

and it will pay you to sell it.
Haden't we better send you fur-
ther information?

Duplex Manufacturing Co.

40-43 W. Quincy Street

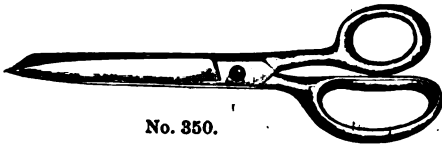
Chicago

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

QUALITY
TELLS

THE ATLAS BRANDS

QUALITY
TELLS



No. 350.

Embody All the Essential Features Required in a Good Running Shear, with an Exceptionally Fine Cutting Edge.

Send for Catalogue No. 16

THE ATLAS SHEAR CO.

CAST SHEARS SCISSORS TINNERS' SNIPS
BRIDGEPORT, CONN., U. S. A.



Has our Salesman called on you?

If you've never seen our line of Cutlery, send us your name and address.

A postal card will do.

The next time our Representative is in your vicinity he will be glad to call on you with our line of samples and then you can see, with your own eyes, our line of UN-X-LD Pocket Cutlery—"The World's Best."

Send your address—we want to get acquainted!

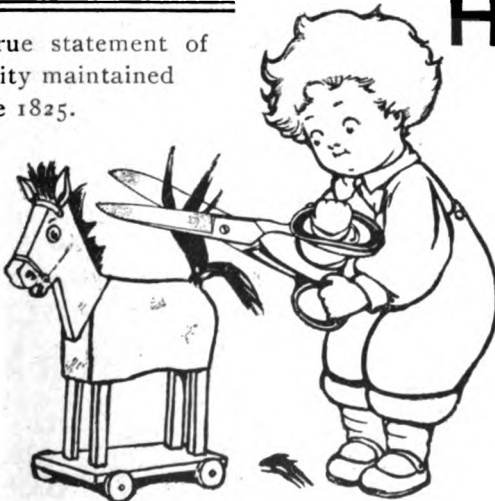
Do it now!

NORTHFIELD KNIFE COMPANY

NORTHFIELD, CONN.

"Best in the World"

A true statement of
quality maintained
since 1825.



HEINISCH

Tailors' Shears,
Trimmers, Scissors,
Tinnners' Snips, Etc.

New York Office
and Salesroom,
155 Chambers Street

R. HEINISCH'S SONS COMPANY

Newark, N. J., - - - U. S. A.

THE FOUNDATION OF SUCCESS

IN THE RINK BUSINESS IS AN EQUIPMENT OF THE RICHARDSON CUSHION FRAME, ANTI-JAR BALL-BEARING ROLLER SKATES, used in all of the largest and most successful rinks, and by all of the most prominent professional skaters in America. We have held all World's Records since 1885.

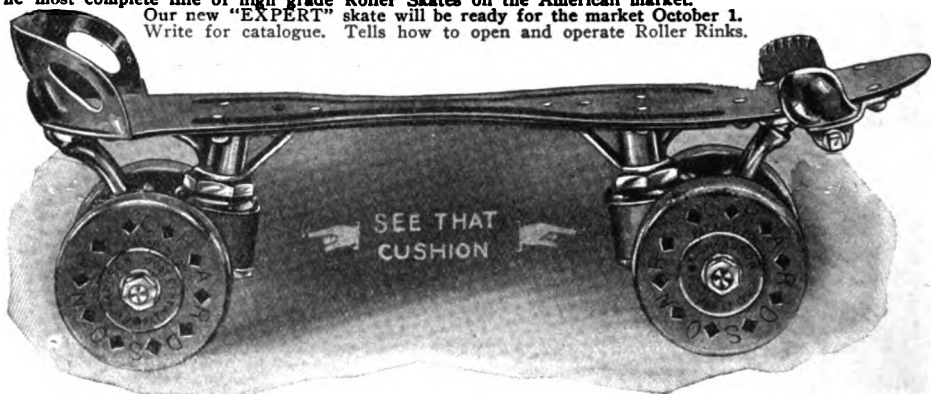
We have originated every essential feature in connection with the manufacture of roller skates during the past Twenty Years.

We do not manufacture sidewalk skates and recommend them for rink use.

The most complete line of high grade Roller Skates on the American market.

Our new "EXPERT" skate will be ready for the market October 1.

Write for catalogue. Tells how to open and operate Roller Rinks.



RICHARDSON BALL-BEARING SKATE CO., 501 Wells St., Chicago

THE ORIGINAL JOHNSON

Racing and Hockey Skates

Send for my new 24 Page Catalog, containing rules on Racing and Hockey. Records, Instructions on laying a track, etc. Liberal discount to the trade.

NESTOR JOHNSON, Chicago, Ill.

636 & 638 N. California Av. near Division St.



WINSLOW'S Skates

Our extensive fall advertising in the leading magazines will create a large demand for Winslow's Skates. Dealers will profit by carrying a full line.

The Winslow College Hockey Skate is a very popular seller—the very finest skate it is possible to make.

Winslow Roller Skates are more popular than ever. Rink managers and those planning new rinks should write us.

Send for descriptive catalogue. All kinds of ice and roller skates.

THE SAMUEL WINSLOW SKATE MFG. CO.

Worcester, Mass.

New York Office:
84-86 Chambers Street



MOTOR Boat Fittings

Brass and Galvanized Specialties
Marine Hardware

Send for Catalog

A. S. MORSS COMPANY

10-212 Commercial St.

Boston, Mass.

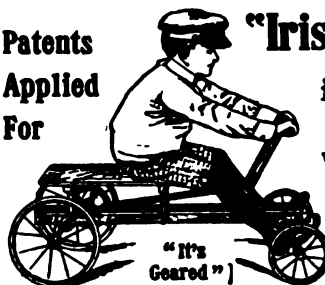
ONE DEALER SOLD 427

Patents
Applied
For

"Irish Mails"

in eight
days.

Was that
you?



Get our Booklet.

HILL-STANDARD MFG. CO.
438 Chase Street, Anderson, Ind., U. S. A.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE COLUMBIA SWING

No. 1.—FOR TWO PERSONS



Kitchen Cabinets, Settees, Ironing Boards, Wash Benches

LADDERS—Step, Straight

WRITE FOR CATALOG

THE SPECIALTY MANUFACTURING CO.

TITUSVILLE, PA.



SAVE TIME AND MONEY

Our new Catalogue No. 36 describes nearly 5,000 articles for the dealer in Guns, Fishing Tackle, Camp Goods, Athletic Wear and Indoor and Outdoor Games. It will be sent free with our low net price list to any Sporting Goods Merchant who sends us his business card. We want a trial order to show you that we ship your goods promptly and sell you at the lowest possible prices.

DON'T WAIT FOR DRUMMERS

Ten chances to one a drummer will try to persuade you to buy more than you need at higher prices than you ought to pay. His traveling expenses are added to his prices and the buyer pays them. We solicit business from dealers by mail and give you the benefit of our saving.

**NEW YORK
SPORTING
GOODS CO.
17 WARREN ST.
NEW YORK, U.S.A**



Automobile Cycle Skate.

OUR NEWEST
MODEL,

ONE SIZE

EXTENSION
10 to 12 IN.



BALL BEARINGS
5-IN. RUBBER TIRED
WHEELS.

METAL PARTS
SHEET STEEL

FINELY NICKEL
PLATED.

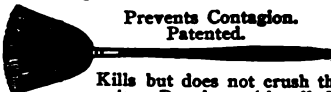
RETAIL \$10.00 PER PAIR. WITH 4-IN. WHEEL, \$7.50 PER PAIR.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

CYCLE SKATE & SPORTING GOODS COMPANY, 37 Park Street, NEW YORK

The Bigelow Wire Fly Killer
Indispensable for the Household

Prevents Contagion.
Patented.



Kills but does not crush the fly or mosquito. Popular with all Housekeepers.

Sanitary Wire Sink Brush

Will not rust. Non-Absorbent.
Patented.



No disease germ can adhere to the Brush. Sold by the Hardware Trade.

Send for Prices.



J. F. BIGELOW, MFR., Worcester, Mass. New York Agents, Wilson Bros., 107 Chambers St. Display Holder.

**"Surecut"
Can Opener**
Pat. July 19, '04.



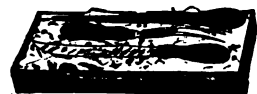
Two Cutters
One for Round Cans
One for Square Cans
Retails for 10 Cents.
(We also make other styles)

We also manufacture—
Broad, Butcher, Carving and
Paring Knives, Carving Sets,
Steels, Putty Knives, Wall
Scrapers, Cleavers, &c.

Write for 1906 prices.

IRA F. WHITE & SON, 144 Walnut St., Newark, N. J.

CARVERS
Many Styles.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

A New Line of Roller Skates

Now Ready For

FALL BUSINESS.

Barney & Berry Quality



Novel and Desirable Features.

DURABLE BALL BEARINGS.

Finest Steel Wheels ever shown.

*Descriptive List
tells it all.*

INQUIRIES WILL BE APPRECIATED.

BARNEY & BERRY, Springfield, Mass., U. S. A.



KINGFISHER

Lines are known by the Company they Keep
—they are only found in Company with the
KINGFISHER Trade-Mark.



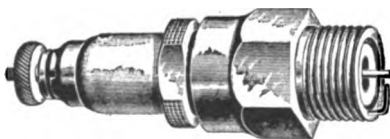
E. J. MARTIN'S SONS

Makers of the

"KINGFISHER" BRAND Braided Silk Fish-Lines
ROCKVILLE, CONN.

GET THE TRADE

with a fast selling automobile appliance.
The hardware dealer is in line for auto
sundries. Get your jobber to furnish you



with "Soot Proof" Plugs

It is the most economical and best selling plug
on the market, because its life is practically un-
limited. It cannot short-circuit.

Send for free treatise on electrical ignition troubles.

Address **C. A. MEZGER, Inc., Manufacturers**
203 W. 80th Street, New York

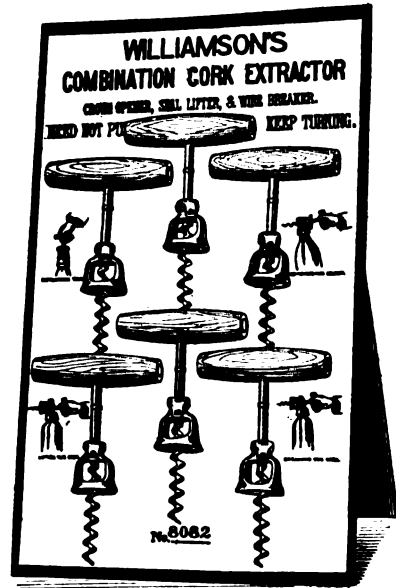
National Sales Corporation, Factory Sales Managers, 296 Broadway, New York

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

WALKER'S Quick and Easy MEAT and FRUIT JUICE PRESS



ERIE SPECIALTY CO.
Erie, Pa.



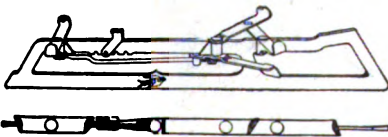
ENOUGH SAID—

Send for a Catalogue

C. T. Williamson Wire Novelty Co.
52-64 Badger Avenue, NEWARK, N. J.

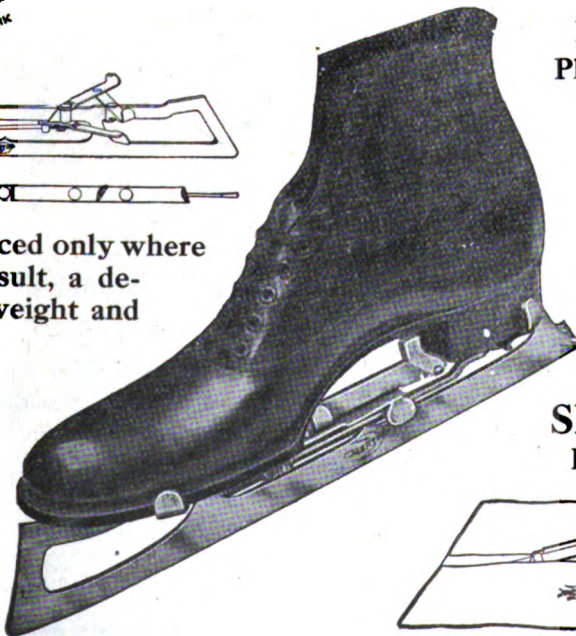


FOLDING POCKET SKATES!



Metal placed only where
needed; result, a de-
crease in weight and
increase in
strength.

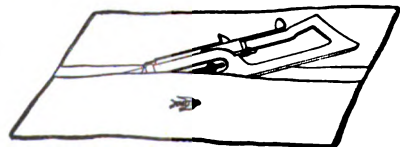
A pair in a
Wallet may
be carried in
the breast
pocket or a
Lady's Muff.



No Keys, Heel-
Plates or Screws;
NO BULK,
NO
BOTHER.

Leading Jobbers.
Ask for Catalog.

=
MARTIN
SKATE CO
Boston, Mass.



BAKER GUNS

Send for Descriptions and Prices of **NEW GRADES**



Our line comprises **TWELVE** different Stock and Special Grades in a wide variety of specifications at prices ranging from \$18.00 to \$250.00.

READY SELLERS SATISFACTORY TO USERS

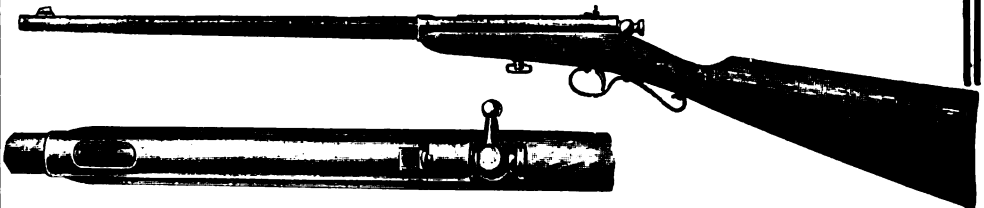
Liberal discounts and attractive propositions for **THE DEALER**

BAKER GUN AND FORGING CO.

BATAVIA, N. Y., U. S. A.

HAMILTON RIFLES

22 Calibre



Our No. 23, Latest Model, Take Down

Adjustable Rear Peep Sight

Front Bead Sight

MODEL NO. 23, \$3.⁰⁰

MODEL NO. 19, \$2.⁰⁰

MODEL NO. 15, \$1.⁵⁰

HAMILTON RIFLES ARE GUARANTEED in each component part against any imperfection of material or workmanship. ¶ Hamilton Rifle Model No. 23 is of the *Bolt Action* type, deservedly popular for combining simplicity of action with strength and safety. ¶ Action is automatic both in putting cartridge into the chamber and ejecting the exploded shell. ¶ Working parts easily and quickly taken out of the barrel for cleaning by simply throwing thumb lever up and pulling back bolt, holding trigger back with finger at same time.

Ask Your Jobber

MANUFACTURED BY

Send for Catalogue

The **HAMILTON RIFLE CO., Plymouth, Mich.**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The Dealer's Reputation

DEPENDS ON THE QUALITY OF THE GOODS HE SELLS

H & R Revolvers

are known around the world for their safety, accuracy, durability, perfect design and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture. Every piece is finished to the 1,000th part of an inch, and fits perfectly. *No rattle* in "H. & R" such as a quick shake reveals in other makes.

Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect. Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock, affording good grip.

Noted for smooth action, perfect accuracy and power. Don't experiment with an unreliable make because low price is offered as a tempting bait.

The retail price ranges from \$2.50 to \$8.00, and each model is the greatest value ever offered for the price. They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

HARRINGTON & RICHARDSON ARMS CO., 222 Park Avenue, WORCESTER, MASS.

Makers of the H & R Famous Safety Hammerless.



Peters

AMMUNITION VICTORIOUS

To all other makes. At the Second Annual Meeting of the New England Military Rifle Association, Wakefield, Mass., July 23-25, the following matches were won with Peters Factory Loaded Cartridges:

INDIVIDUAL MATCH, 300 YARDS, BY CAPT. STUART W. WISE.

GLINES MATCH. 600 " " SERG'T H. BAPTIST.

At the Annual Competition of the New York State Rifle Association, Creedmoor, N. Y., July 25-31, these winnings were made with Peters Cartridges or Peters .30 Cal. Bullets:

RAPID FIRE RE-ENTRY REVOLVER MATCH, } Won by THOMAS ANDERTON

DISAPPEARING TARGET " " } Won by the 71st REGIMENT TEAM.

RE-ENTRY PISTOL MATCH, } Won by the 71st REGIMENT TEAM.

COMPANY TEAM MATCH } Won by the 71st REGIMENT TEAM.

GRUIKSHANK TROPHY MATCH, } Won by the 71st REGIMENT TEAM.

OLD GUARD TROPHY MATCH. } Won by the 71st REGIMENT TEAM.

MEMBERS' MATCH, Won by SERG'T W. F. LEUSHNER.

PETERS LOADED SHELLS

Carried off high honors at the Indian Shoot, Parkersburg, W. Va. August 7-9. Mr. L. B. Fleming, of Pittsburg, won high Amateur Average, 568 out of 600, using Peters Ideal Shells.

THE PETERS CARTRIDGE COMPANY,

CINCINNATI.

NEW YORK: 98 Chambers St., T. H. KELLER, Mgr.

NEW ORLEANS: 321 Magazine St., J. W. OSBORNE, Mgr.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

American Made Guns

We manufacture a complete line of both Hammer and Hammerless double and single barrel guns.

Our prices are more attractive to jobbers and dealers than any other line made.

The Knickerbocker Hammerless is a wonder for the price asked. Write for catalogues. Also New York Agents for W. & C. SCOTT & SONS' GUNS.

The H. & D. FOLSOM ARMS CO., 314 Broadway, New York



KNICKERBOCKER HAMMERLESS.

NOXALL Jr. GERM PROOF FILTERS

Buy direct, save jobbers' profit and secure exclusive Agency.

**COSTS \$1.50
RETAILS FOR \$2.50**

Made with screw or rubber top, to fit a Hose Bibb or plain Faucet; well made, beautifully finished, easily attached, easily cleaned, absolutely germ proof and makes any water, no matter how dirty, as clear as crystal.

We will send a sample by prepaid express, to any dealer in the U. S. to be returned at our expense if not satisfactory.

We make bigger filters, too.

**American Filter
Company**

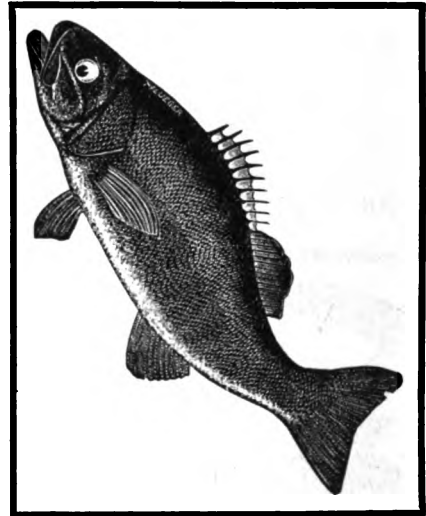
508 Noxall Bldg.

**MILWAUKEE
WIS.**



PFLUEGER'S FISHING TACKLE

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, Everything in Fishing Tackle



NOTICE.—Free to any dealer in Sporting Goods sent express prepaid, 170-Page Illustrated Catalogue No. F 25 and Metal Fish Sign in 8-Color Lithograph

**The ENTERPRISE MFG. CO.
AKRON, OHIO, U. S. A.**



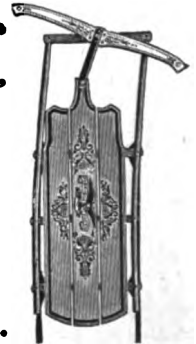
Flexible Flyer

"THE SLED THAT STEERS"

The best sled for every boy.
The only sled girls can properly control.
The spring steel runners curve by a turn of the steering bar. No dragging of feet as with other sleds.

Write for Illustrated Catalogue and Prices

S. L. ALLEN & CO., Box 1100 H., Philadelphia, Pa.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



OUR ADVERTISING is now running full force in all the principal magazines of the country, reaching over 4,000,000 families.

**We do this for you—so that you can sell
DAISY AIR RIFLES**

The advertising is aimed directly at the parents of the live, hustling American boy, and is designed to break down and sweep away any slight prejudice that may still be lingering in their minds against their boy's possessing a gun.

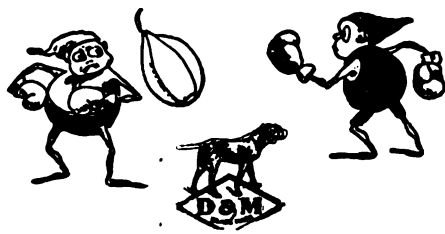
Profit by this advertising by keeping your stock of DAISY AIR RIFLES up in the front part of the store—or better still, in the window. **We can both sell air guns, and make money, if you follow this hint.**

DAISY MFG. CO., 280 Union Street, Plymouth, Mich.

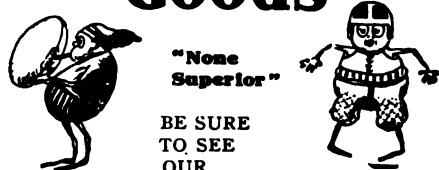
BOXING GLOVES STRIKING BAGS

Foot Balls Clothing

"Everything for Fall and Winter"



Sporting Goods



"None Superior"

BE SURE
TO SEE
OUR

Baseball Line for 1907.

Before placing your orders let us send catalog and quote prices.

**THE DRAPER & MAYNARD CO.
MANUFACTURERS**

Plymouth, N. H. - - - U. S. A.



**BUTCHER'S
Boston Polish**

Is the best finish made for FLOORS, Interior Woodwork and Furniture. Not brittle; will neither scratch nor deface, like shellac or varnish. Is not soft and sticky, like beeswax. Perfectly transparent, preserving the natural color and beauty of the wood. Without doubt the most economical and satisfactory POLISH known for HARDWOOD FLOORS.

For Sale by Dealers in Paints, Hardware and House-Furnishings.

Send for our FREE BOOKLET, telling of the many advantages of BUTCHER'S BOSTON POLISH.

THE BUTCHER POLISH CO., 356 Atlantic Ave., Boston, Mass.

Our No. 3 Reviver Is a Superior Finish for Kitchen and Plaza Floors.

TIN BOXES FOR ALL OFFICE USES



Established
1861

Cash, Bond, Stamp, Bill and Change Boxes, Bill Head Cases, Envelope Cases, Hallway and Outside Mail Boxes, etc.

Satisfaction Guaranteed—Send for Catalog
MERRIAM MFG. CO., Durham, Conn.

The Time To Sell

CLARK HEATERS AND COAL

Will Soon Be Here

and the alert, aggressive dealers will have their orders in early. Many are in now for future shipment. Why not get yours in and save later delay and disappointment?

The Best Made
and Most En-
during Carriage
and Sleigh Heat-
ers. They won't
Bend or Break

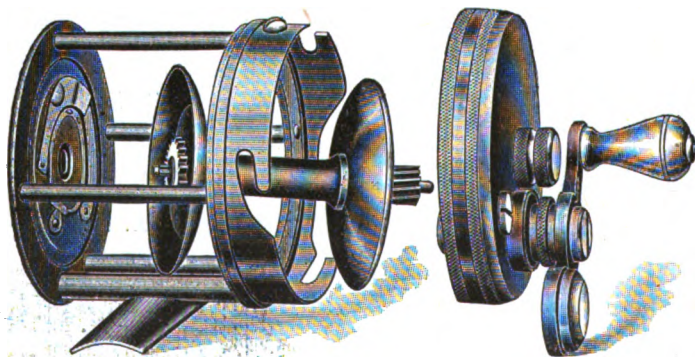


19 STYLES
From only \$1.75
up to \$10.00
SOMETHING
FOR
EVERY PURSE

Get in touch with us early. We can show you money in these goods for your fall and winter trade. All prominent jobbers have them. *Free Catalogue.*

CHICAGO FLEXIBLE SHAFT CO. 180 ONTARIO STREET, CHICAGO

YOU MAKE A MISTAKE IF YOU DO NOT BUY AMERICA REELS



The best and newest reels upon the market. Original and only Take-Downs, full Ball-Bearing, Micrometer Drag. Throw-out Automatic Lever Winder. Perfect mechanically. Once used, always used.

AMERICA COMPANY, 91 North St., Momence, Ill.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Founded in 1828
But always Up-to-Date

Baeder, Adamson & Co.

PHILADELPHIA
NEW YORK
BOSTON
CHICAGO

Manufacturers of

Sand Papers

IN EVERY FORM

Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

You take no risk on the Quality
We make only the Best!

Paint Two Panels

Use ordinary paint on one, LUCAS TINTED GLOSS PAINT on the other. Expose them several months to the weather.

The ordinary paint will soon wear—LUCAS TINTED GLOSS PAINT stays hard and smooth. It is moisture proof. It won't fade or peel.

Mr. Dealer, you assume no risk in placing in stock the LUCAS TINTED GLOSS PAINT, for it is a brand you can hand out with the strongest guarantee—our Challenge Guarantee. A brand you can depend on to make a satisfied customer out of every purchaser of paint.

Our booklet, "The Voice of Experience," would interest you. Shall we send it?

John Lucas & Co.

PHILADELPHIA

New York

Chicago

Increased Sales

== MEAN ==

Larger Profits

AD-EL-ITE

PAINT and VARNISH REMOVER

AND

ONE COAT MISSION FINISHES

WILL INCREASE YOUR SALES.

BECAUSE

1st. They are high grade goods.

2nd. There is a general demand for such goods.

3rd. Our method of advertising your store is such that it not only creates a demand for the AD-EL-ITE goods but will help to sell your entire stock.

Ask your jobber or write us direct about the AD-EL-ITES. Our Catalogue Free.

Adams & Elting Co.

CHICAGO

The Ad-el-ite People

Sta. 1.

DUSTLESS SWEEPING

WITHOUT OILING YOUR FLOOR

OUR RESERVOIR BRUSH

deadens the dust as you sweep. It makes its own dustless powder out of the dust and grit on the floor.



It keeps the floor fresh and clean, and makes scrubbing unnecessary.

USED BY OVER 100,000 MERCHANTS AND 6,000 SCHOOLS

SEND FOR TRIAL BRUSH ON
APPROVAL, EXPRESS PREPAID

Liberal Discounts on Quantities

MILWAUKEE DUSTLESS BRUSH CO.

120 SYCAMORE ST., MILWAUKEE, WIS.

"NICE" LIQUID WOOD FILLERS

Varnishes, Paints, Stains and Enamels

With these you can get and hold the trade that is rightfully yours. They make friends for the dealer

SEND FOR BOOKLET

Eugene E. Nice : 272-274 South Second Street : Philadelphia

Two Dixon Specials For Hardware Dealers

Dixon's Silica-Graphite Paint

An excellent preservative paint for fences, roofs, smoke-stacks and all wood and metal surfaces. When a customer asks for a high-grade paint that has great surface covering capacity and saves cost of frequent repainting, he wants Dixon's Silica-Graphite Paint. Comes in four dignified colors; one quality.

Dixon's Graphite Axle Grease

Here's an axle grease that you can guarantee as "O. K. in every respect." Dixon's Pure Flake Graphite is the chief ingredient and makes the grease lasting. Will not gum, run, nor harden in any weather. One sale of this product means another sale to the same purchaser.

Joseph Dixon Crucible Company

Jersey City, N. J.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE FRAZER

BEST IN THE WORLD

Always Uniform Often Imitated Never Equalled
Known Everywhere No Talk Required to Sell It

**GOOD GREASE MAKES TRADE
CHEAP GREASE KILLS TRADE**



For Sale by All Jobbers

SEND FOR PRICE LIST

FRAZER LUBRICATOR CO., 83 Murray St., N. Y.

ESTABLISHED 1886



OX FIBRE BRUSH CO.

CHICAGO, ILL.



The Brushes of Quality, Durability and Strength

¶ Over 300 styles of solid back Horse, Scrub, Stove, Barn Brooms, Sweepers, etc., made in all grades of best selected fibre.

Ask Jobber for them.

¶ If they haven't them, send for new illustrated catalogue.

Every brush *guaranteed* to give satisfaction.

Gerstendorfer Bros.' Decorative Goods.

A clean, attractive and complete line. Every package sold means a good, round profit to you (100% on your investment in nearly every case), and a pleased customer. For over twenty-five years we have put all our energy, brains and push into it, and our "special goods for special purposes" are to-day found in the stores of nine out of ten progressive dealers throughout the country.

Our advertisements will appear, during the current year, in leading magazines, as well as in newspapers, and will reach upward of 20,000,000 readers. Attractive display pieces showing the actual results of decorating with our goods, sent free with first order.

"OUR FAVORITE" GOLD ENAMEL (WASHABLE). Smooth and brilliant as gold leaf.

"STAR" DECORATIVE ENAMEL. In White and Colors.

"SAPOLIN" VARNISH STAIN. Brilliant and Transparent.

"STAR" BATHTUB ENAMEL. A Liquid Porcelain.

"SAPOLIN" FLOOR STAIN. Tough and durable.

"JAPANESE GOLD PAINT" (READY MIXED). Bright as real gold.

"SAPOLIN" RADIATOR GOLD AND SILVER (ALUMINUM). Easily applied.

"SAPOLIN" STOVE PIPE ENAMEL. Brilliant, permanent black.

"SAPOLIN" ALUMINUM ENAMEL. Bright Silver finish.

BRONZE-POWDERS AND BRONZING LIQUIDS. In all qualities.

The merits of these well-known goods are recognized. They sell all the year round. Will increase your sales and profits. Have you seen our new catalogue, 24th edition? If not, let us send you a copy.

GERSTENDORFER BROS., Dept. M, 231-5 E. 42d Street, New York

IRON CLAD WHITE LEAD

MAKES MORE PAINT



A book store well-known in Chicago displayed the following on its window shades : "*Words are the only things that last forever.*"

Have you ever thought of this ?

IRON CLAD WHITE LEAD

does not last forever, but wears longer than any White Lead on the market..

Iron Clad White Lead is packed in steel kegs which keep it soft and fresh.

Live Hardware Dealers wanted everywhere.

Enterprise Paint Mfg. Co.

225-227-229-231 West Van Buren Street, CHICAGO, U. S. A.

"STEP UP"



BE MODERN

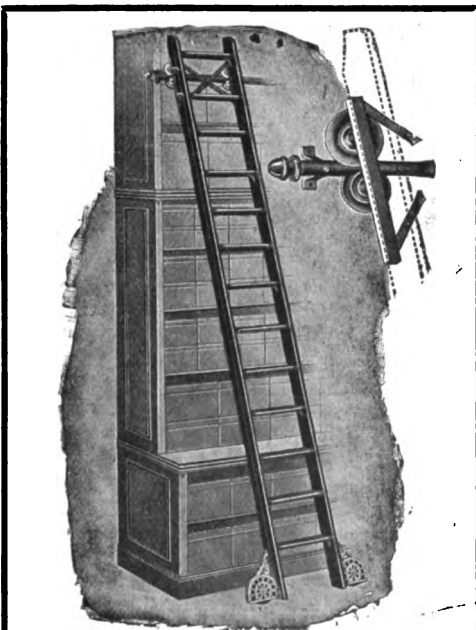
Equip your Store with

**MILBRADT
ROLLING
STEP
LADDERS**

They cost but little and enable you to utilize space now vacant. Save your goods and fixtures. Save time and clerk hire. Add to the beauty of your Store. We make Ladders to Order and to fit any shelf arrangement.

**MILBRADT
MFG. CO.**

1445 N. Eighth St.
St. Louis, Mo.



SEND FOR No. 22 CATALOGUE
Coburn Trolley Track Mfg. Co.
HOLYOKE, MASS.

IMPROVED NATURAL
STONE GERM PROOF

**WATER
FILTERS**

Prevent Zymotic
Diseases by pushing
sale of these goods
in your locality.

Advertising and
Display Matter

Large Stock

Immediate
Shipments

Quality
Improved

Fully
Guaranteed



SANITARY STONEWARE OF EVERY DESCRIPTION
Established over 100 Years

FULPER POTTERY CO.
FLEMINGTON, N. J.

**ROLLING STEP
Ladders for Stores**

No modern store is equip-
ped up-to-date without the

**BICYCLE
STEP LADDERS**

as part of its outfit.

We make Ladders to turn
corners; to fit all kinds of
uneven shelving; to work
where floor is slanting; to
fit any special require-
ments—and more Ladders
than all other houses com-
bined.

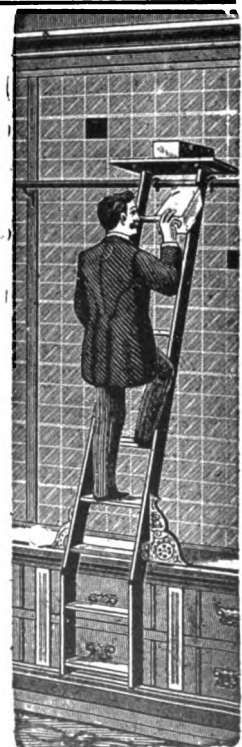
Ask about the new
noiseless track.

CIRCULARS FOR THE ASKING

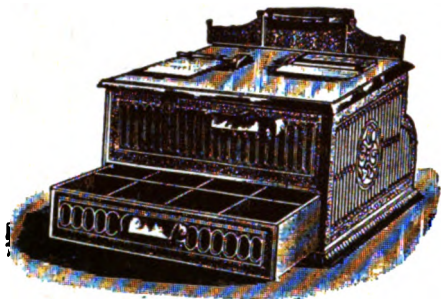
**THE BICYCLE
STEP LADDER CO.**

65 Randolph Street
Chicago, Ill.

EASTERN AGENTS **H. N. YOUNGS, 145 W. 104th St., N.Y. City**



THE SECURITY CASH RECORDERS



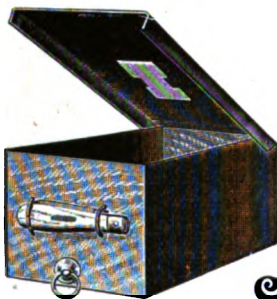
Create System, Hasten Success,
Guarantee Safety.

We manufacture 12 different styles

Illustrated catalogue sent on request

THE
HOUGH CASH RECORDER CO.
INDIAN ORCHARD, MASS., U.S.A.

FREE BOXING LESSONS



If some Hardware man, long since departed from life, could but drop into a modern store, perhaps the first thing to impress him would be the attention paid to displaying the stock attractively. In his time, the shelving that to-day is devoted to object lessons at once interesting and highly profitable was occupied by dust-covered, dingy paper parcels, and any attempt at exhibiting goods attractively was not so much as dreamed of.

The "PERFECT" SHELF BOX

furnishes to the stock of the very much alive Hardware man of to-day the best medium for combining an effective display with absolute protection. If you are interested in having your stock do all the advertising of itself that it can be made to do,

The "PERFECT" SHELF BOX

richly merits your examination. I shall be pleased to mail you the necessary "examination papers."

C. P. MOORE, RAVENSWOOD, W. VA.

SHELF BOXES

TO ORDER

HENRY H. SHEIP MFG. CO.

Columbia Ave. and Randolph St., Philadelphia, Pa

INTERCHANGEABLE LOCK-CORNER SHELF BOXES FOR THE HARDWARE TRADE.



THE A. H. GREEN CO.,
97-101 Warren St., NEW YORK.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS

NOISELESS.
CUSHION TIRE.

Best and Most Complete in the Market.
Write for Descriptive Circular and Prices.

MYERS

Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World



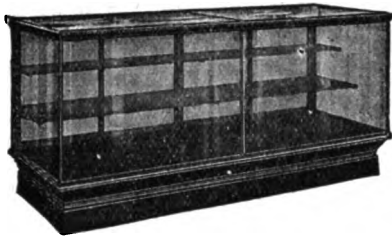



Steel
Nickel Plated
Show Case
Brackets

NASHUA TILL CO.
MANUFACTURERS OF
Alarm Cash Drawers
Nashua, N. H., U. S. A.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The best always turns out to be the cheapest



Our new "Crackerjack" Case No. 43, has narrow top rail and attractive style.

When preparing to outfit or rearrange your store equipment it will pay you to consult only the highest grade fixture firm as to prices and styles.

We have the best display cases on the market, and are better prepared to handle your inquiries than any one else.

Write at once for our catalogue.

Grand Rapids Show Case Company

GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World.

Up-to-Date Hardware Delivery Wagon



for progressive hardware dealers. Easy to load and light of draft. Built upon honor in the highest grade only.

Free Catalog upon Request.

Sycamore Wagon Works

109 EDWARD ST., SYCAMORE, ILL.

Before Purchasing Consult Us

It may be of interest to you to write for an Illustrated Catalogue—as we have the most attractive and complete line in the market of

Water Filters

Water Coolers

Chafing Dishes

Table Kettles and Stands

Coffee Extractors

Wine Coolers

Nursery Chests

Baking Dishes

Crumb Trays and Scrapers

Tea and Bar Urns

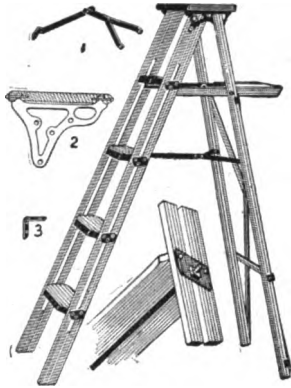
Bathroom Fixtures

Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, 5 o'clock Teas, etc.

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

BRANCH OFFICES: { 18 Warren St., New York. 512 Commerce St., Philadelphia.
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See How That Step Is Braced



THAT'S OUR UNIQUE LADDER and every step is braced the same way. The bolt runs clear across the ladder and can be tightened when it becomes loose. The steps are set into grooves. Barbed wire nails are driven through holes in the large washers on the ends of the bolts, on through the stiles and into the steps. This makes the UNIQUE LADDER the strongest ladder and the BEST SELLER on the market.

Write To-day for Our Catalog

showing many other step and extension Ladders, House Furnishings, Wood-
enware, etc.

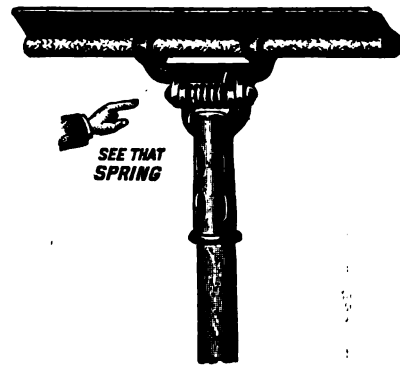
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Eastern Representative: W. A. STOKES & CO., 38 Warren Street, New York City

The COMMON SENSE WINDOW CLEANER

SEE THAT SPRING?

It makes all the difference between a good tool
and a poor one.



We use the Best Rubber, too, and the goods are nicely finished

ACCEPT NO SUBSTITUTES

Of All Jobbers

F. H. SMITH MFG. CO.

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CHICAGO, U. S. A.**

FRIEDLEY-VOSHARDT CO.

(Incorporated)

MANUFACTURERS OF
ARCHITECTURAL SHEET METAL,
ORNAMENTS, ART METAL CEILINGS,
FINIALS, CRESTING WEATHER VANES, GAL-
VANIZED STEEL TANKS FOR ALL PURPOSES.

WITH A FULL LINE OF
Sheet Metal Roofing, Conductor Pipe,
Eave Trough, *Sheet Copper*, etc.

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STRONG, ATTRACTIVE STORE FRONTS

Here is the practical and permanent solution of the display window problem. It takes up little space and holds the largest and heaviest lights of glass securely. Saves time and money in glazing, because glass can be set from the outside.



The "Petz" Corner Post & Transom Bar
PATENTED NOV. 28, 1906,
is the strongest and cheapest, and most
durable bar ever placed on the market.
Impervious to the weather because they
are metal covered by our special pro-
cess. Can be had in any finish. Prompt
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Our Illustrated Booklet "Listen to
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Please write for a copy to-day and also ask for circular.



DETROIT SHOW CASE CO., 476-490 West Fort Street, Detroit, Mich.

P. S.—Our goods are illustrated in "SWEET'S INDEX," to be found in all architects' offices

Most desirable for shops, round-houses, wagons,
or outdoor use. Good article for the plumber and
tinner. Strong, white light. Gives universal sat-
isfaction.



Has improved
burner. Strong-
est wind cannot
quench.

Write for prices,
etc.

**Berger's
Improved
Gasoline
Out-door
Torch**

No wick to
trim, no
smoke,
trouble or
danger.

Descriptive
matter for
the asking.

Capacity, one gallon
gasoline—Burns eight
hours.



THE BERGER MFG. CO.
CANTON, OHIO

BERGER'S "CLASSIK" STEEL CEILINGS



Best for Storerooms

"Classik" steel ceilings are the most widely
known and advertised. We make it easy for the
dealer to sell them. Adapted to plaster or wood
in old or new buildings. Awarded the gold medal
at St. Louis Fair.

**EASIEST TO SELL
EASIEST TO ERECT**

We also make Metal Roofing, Siding, Tin Plate,
Soldier, Corrugated Iron, Cornices, Finials, Sky-
lights, and everything in sheet metal architectural
work.

Send us your plans for estimate.

THE BERGER MFG. CO., Canton, Ohio

You Can
Do
More
Than

"No Danger"



Bang it on a table, drop it, kick it—there will be no discharge, unless the trigger is pulled all the way back. That's where the Iver Johnson Safety Principle comes in and where the other "went-off-without-warning" revolvers fail. The

IVER JOHNSON

Safety Automatic Revolver

is safe all the time, except at that thousandth part of a second when you want it to do your bidding—then it is **never** known to fail.

When the trigger is pulled all the way back, the fact raises the safety lever which receives the blow of the revolver hammer, and transmits it in turn to the firing pin; at all other times and under all conditions it is impossible for the revolver hammer to cause a discharge, for the safety lever is not in position to receive its blow and transmit it to the firing pin.

OUR FREE BOOKLET, "SHOTS"

gets right at the heart of the matter, it tells you in unmistakable language why it is also accurate and reliable. Sent on request together with handsome catalogue.

HAMMER, \$5

HAMMERLESS, \$6

All the leading Hardware and Sporting Goods
dealers carry it. Look for our name on the
barrel and the Owl's Head on the grip.

IVER JOHNSON'S ARMS AND CYCLE WORKS
163 River Street, Fitchburg, Mass.

NEW YORK OFFICE: 99 Chambers St.

Makers of Iver Johnson Bicycles and Single Barrel Shotguns.



HARDWARE DEALERS' MAGAZINE

SEPTEMBER, 1906

PUBLISHED BY DANIEL T. MALLETT, AT 253 BROADWAY

Trade-Mark Registered

(Chicago Office, Tribune Bldg.)

Published Monthly

VOL. XXVI. No. 3.

ONE DOLLAR
A YEAR

NEW YORK

TEN CENTS
A COPY.

WHOLE No. 153

The bronzed and well-exercised Hardwaremen, employers and employees, who are, on this first day of September, forgetting the lures of vacation, while still carrying in their bodies and minds its benefits, should remember that its whole and sole purpose has been to make of them better business men all through the coming year. If it has not that effect, it has been a loafing bout instead of a tonic. If it has not braced them up, it has not been what all rests should be—a bracer.

* * *

The signs now to be read upon the horizon indicate that the fall of 1906, and the winter to follow it, are to be seasons that will need the best and most sustained efforts of all classes of trade. The vacationers referred to above may have sat in the August shade, in rural regions, and seen the farmers driving their mowing machines and hay rakes across the meadows. If at all observant, they saw that the making of hay went on only while the sun was shining. The farmers, when the rain was falling, spent their time in the barn mending the harness and cussing the weather department, or congregated in the village store and discussed politics.

* * *

Make hay while the sun shines! The sun of trade is high in the horizon, and the meadows are ripe for the harvest. If the Hardware trade is not making money now, it never will. If merchants are not selling goods nowadays, they never will. How long the good times may continue, no financial weather prophet may assert. It is the duty of everybody to put on a special hustle, and fill as many corners of the barn as possible, before the rain begins to fall.

A number of pertinent thoughts on the cost of doing business will be found in an interview found elsewhere in this issue. Mr. Neal is a good observer, and a man who has spent some years in being put through the mill—what has not been ground into him or out of him in that time would run to small measure. He is discussing facts, not ideas; conditions as he believes them to exist, and not theories; pertinent questions of importance in every store to-day, and not the ideas that somebody held yesterday, or may hold to-morrow.

* * *

If it costs a merchant as much to do business as he gets out of it, he would much better do less and make something, or not do it at all and save his brain tissue. You remember the merchant who declared that he sold all his goods at less than they cost. When asked how he could do so, he answered: "I never could in the world if I didn't do an awful big business." The views advanced in this interview are pertinent and should be considered.

* * *

Not a few managers of Hardware factories are looking into the question of technical or trade schools—a form of industrial education which experts say will soon become a necessity in all lines of business wherein skilled workmen are required. It is generally agreed that in many lines of manufacture the number of thoroughly competent workmen is becoming alarmingly small, and that this number is growing less each year. It is further declared that the reason for this scarcity must be laid, in the first place, to the dropping, in many of the trades, of the old apprentice system and the failure to substitute something better or at least as good in its place. It is argued that boys are not willing

to bind themselves for a term of years to stick to a trade at low wages when, without any agreement at all, they can secure easier work and good wages in office positions.

* * *

It is further declared that the labor unions help to keep down the supply of good mechanics by the rules which limit the number of apprentices, and by their failure to help in the teaching of such boys as persevere in the learning of a trade. Also, that the employers themselves do not usually make any intelligent effort to see that the boys in their employment are trained properly. The condition is such that it would seem the part of wisdom for the employer of labor to look forward to the source of his future supply of skilled mechanics, and the trade school, properly organized and conducted, is declared to be the reasonable and logical solution.

* * *

The business man who "talks out in meeting" is liable to draw criticism upon himself from some whom he has intentionally or unintentionally hit. But, if his motives are good; if what he says is true; and if he says it in a spirit of warning, that better conditions may result, he is not only to be forgiven, but to be commended. If there were no guide posts, and directories, and fog-bells, there would be a great deal more trouble and needless labor in the world, than there is.

* * *

The pages of the *HARDWARE DEALERS' MAGAZINE* are opened from month to month to such of the trade as are honestly seeking to better business conditions. The scores of matters touched upon, in which better conditions are suggested and advised, bear testimony to the appreciation of Hardwaremen of this opportunity. Upon a number of pages of this issue are found statements of conditions that might be improved, and of methods by which these improvements could be brought about. The men who have penned these communications stand high in the trade, and know to the fullest extent all about the matter that they are discussing. Their advice is worth hearing, and it certainly is worth heeding, so far as the present condition of business will permit.

American High Speed Twist Drills

It is stated by a high Hardware authority of England that in Sheffield there is a theory current by which is explained the alleged reason why United States manufacturers are ab-

staining from the manufacture of high-speed twist drills and are allowing the trade in these goods to go to Sheffield. The theory is further outlined in these words: "It is that they realize that the general use of such drills would reduce enormously the consumption of drills made of ordinary carbon steel, of which they are the largest producers. United States firms are sending out circulars and advertisements asserting that in the long run the ordinary drills are more economical and satisfactory than the high-speed variety. Undoubtedly the introduction of high-speed tool-steel in Sheffield has reduced to a serious extent the weight of the ordinary carbon steel required, and many Sheffield firms are losers by the change, as it is still necessary to sacrifice profits on high-speed steel in experiments and the wholesale distribution of free samples."

Depression in Tin Plate

News comes from Cardiff, Wales, that there threatens a depression in the tin plate market of that country. There had been an increase in the exports to America during May, but it was feared that the disturbance in the tinned meat industry would reduce the exports.

The American market has been the cause of much concern to that trade. In 1904 the United States bought 20 per cent. of the Welsh exports. The demand fell away in 1905, but the loss was only about 2 per cent. of the total exports. The situation in 1906 is much more serious, for the exports to the United States during the first five months show a loss of 7,637 tons, a decrease of about 25 per cent. as compared with the corresponding period last year, leaving the American demand at only 13 per cent. of the total exports.

The American demand for Welsh tin plates is fostered by the rebate clause in the tariff act, and since only a few large firms profit from it any reduction on account of the tinned-meat troubles will be sorely felt.

The Son of His Father

A Hardwareman of New York was telling about his son, and finally said, "He is my direct opposite. We are not like each other in any respect."

"What's that you said?" asked a jobber, who was present. "The boy is entirely different from you?"

"He is."

"When he gets ready to go to work let me know. I would be glad to give him a job."

THE HARDWARE JOBBERS ON TRADE

THE SKIES ARE YET BRIGHT, AND HOPE IS THE CHERUB STILL SITTING UP ALOFT, CHEERING THE SOULS OF THE DISTRIBUTORS OF HARDWARE—THE SUMMER HEAT HAS NOT GIVEN BUYERS COLD FEET—MANY GOODS ON THE MOVE, AND MORE ORDERED FOR THE FUTURE—THINGS OF WHICH JOBBERS COMPLAIN.

Still is the promise one of good cheer. The Hardware jobbers quoted below find some things to complain of, but these are not in the direction of dull trade.

Good crops are promised in many directions, and barns and granaries well filled, mean cash to be paid over the Hardware counter. It is pleasant to note how cheerful men can be when business is good.

Chicago, Ill.

Trout Hardware Co.: We have found more or less of a let-up during July and the early part of August, but during the past week business has been coming in more rapidly every day, and before this month is over we expect to see in full swing—at least, throughout this section of the country—a greater demand for goods than there has been even in the last few banner years.

The rather late date at which the rush season is beginning is due in a large measure, probably, to the lateness of the crops, which, while they promise to be extraordinarily large and of high quality, have been backward.

We have no special suggestions to make or complaints to offer. Practically all the conditions are most favorable. A large share of the retail dealers seem to be doing well and becoming more prosperous as time goes on. We also wish to add that they appear to appreciate the efforts of the individual jobbers, and of the Jobbers' National Association to help them in their fight against mail order house competition. We believe this is being met more successfully all the time, and we feel that it is only a question of time when the retail trade will get back a large share of the business they have temporarily lost.

Our salesmen have never felt as enthusiastic over future prospects as they do now.

Philadelphia, Pa.

Biddle Hardware Co.: General business, from our viewpoint, has never been better. Active demand for goods of all classes continues, and we see no good reason why the present prosperous condition should not prevail during the balance of the year. Every manufacturer with whom we come in contact reports a full order book, and urges the necessity for early specifications—in fact, some

who are usually pessimistic go so far as to intimate that they expect business to retain its present gait for at least the first half of 1907, if not longer. However, be this as it may, it behooves every one "to make hay while the sun shines," for there no doubt will be a change some day, and we are afraid that when it does come it will be like a thunderbolt out of a cloudless sky.

Boston, Mass.

Dana Hardware Co.: We do not see how conditions in New England could be better. The usual summer quiet has found no resting place this year, and the daily orders have decidedly interfered with our vacation plans. Retailers are already beginning to call for early fall items. Prices are firm with advancing tendency, and the principal trouble seems to be that of getting orders filled. The wise merchant will not hesitate to place his orders early and freely. We are too busy to find fault with anyone.

New York City

C. E. Jennings & Co.: We are pleased to report that business continues about as large in volume as it has any time during the year. Orders are coming in freely and we see no prospect of any change in the near future.

Topping Bros.: We have never known business conditions on a better basis than they are at present. Instead of the usual mid-summer dulness, it has kept up all through July, and as far as we can see, the outlook is even better than it was at this time last year. We do not know of anything that needs special correction at the present time except the weather. It is about as hot as we can stand.

Neal & Brinker Co.: Business in this section continues to be good, and we feel well satisfied with the results of the first half of this year. The demand for goods continues during the summer. There appears to be no let-up, although July and August are usually considered quiet months.

The outlook for the fall and winter trade is most encouraging and we believe that the business for the balance of the year will compare favorably with the business up to the present. The building trade has been very good, not

only in the city but also in the country, and while advances have been made in builders' Hardware, it has not affected building operations.

Paterson, N. J.

J. A. Van Winkle Co.: Business in this locality, outside of the silk industry, is very good. People who own real estate unimproved are getting plans ready to build at the first moment that building prices are reasonable. They are holding off, owing to the excessive prices now demanded for everything in connection with building. If conditions in this line are realized, we will have a remarkable fall and winter trade. We see but little let-up in the demand for general supplies. All branches of manufacturing interests in this territory, with the exception of the silk, seem to be swamped with business.

There is only one other matter that we would more than appreciate if the same could be realized, and that is to be placed in the light of our customers in the same manner that we are placed with reference to the jobbers and manufacturers, whom we buy from. What we mean by this is that we have no way of making our urgent appeal for collection of due and past due accounts felt as the manufacturers and jobbers have. True, we call on our customers for remittances, but it is not the proper business-like way it should be. Customers in our territory invariably keep their payments up promptly with out-of-town concerns, and leave the in-town people to wait indefinitely for their over-due accounts. This is the rule, and has been the rule for many years. Now, as you ask what we would have different from what it now is, this is the most important thing we can think of, and we would like you to make a suggestion.

Davenport, Iowa

Sickles, Preston & Nutting Co.: Hardware conditions are not exactly satisfactory. If goods in this line were handled through the same channels that obtained a decade or more ago, viz.: from manufacturer to jobber, from jobber to the retail dealer and thence to the consumer, it would give better satisfaction to all concerned, than the present methods of every fellow for himself and his Satanic majesty for them all. In the olden time, that has apparently passed beyond recall, druggists sold drugs, dry goods merchants sold dry goods, and so on throughout the chapter. In those days there was hardly a town of a thousand people that was not the possessor of at least one dry goods store and also a Hardware store. Now we do not know of an exclusive dry goods store in this state. Everybody seems to want to sell anything that comes along, and many, too many, people want to

sell all classes of trade, from the street corner vendor to the largest jobber in the land.

A half century ago merchandise in this city was handled largely, if not altogether, by general stores, now called department stores. Twenty-five years ago practically all merchandise was sold from stocks peculiar to some one line. To-day we have both plans, with the succotash idea more or less prominent. Whether two men can sell more goods by each carrying two lines than they could if each handled one of them, is a problem that is being worked out, and no one knows—at least this writer does not—what the solution will be. We do know, however, of a truth that if each of these two dealers attempts to carry two or more lines, they cannot possibly carry as complete an assortment as they could if confined to one line each, and, therefore, the public is not as well served. These are some of the things that we would like to see changed. We do not believe there will be any more goods sold or any better quality of goods used if each dealer carries all lines than if he confines himself to one particular line.

Notwithstanding the devious and unnatural routes, more or less articles in Hardware travel from maker to consumer. The regular Hardware trade is not only holding its own, but it is increasing in volume from year to year, and the great masses of the people continue to go to the Hardware store for Hardware just the same as they continue to employ the regularly-educated physician and surgeon when sick or in need of medical aid. Whether it is in nails or pills, quackery never has and never will displace legitimate dealing and scientific skill.

Nashville, Tenn.

Gray & Dudley Hardware Co.: The Hardware jobbers at the South probably have never had more reasons, or better reasons, for encouragement than they have to-day. There is no part of the South that is not in fine condition, and the crop prospects are bright; in fact, the present conditions are, unless there be too heavy a rainfall, the cotton states will not be able to harvest the entire crop, and with cotton at the present price, or even at a slightly lower price, the South will have more money than ever before. Other crops are good, and it must be remembered that the crops in the South are becoming more diversified each year; therefore, it is not dependent entirely on the success of any one.

There is a fine market for lumber, and while the forests have been punished unmercifully, the South is yet the source of the finest hardware.

Iron is a big factor—one of the greatest in

the South's progress. New phosphate beds are being discovered and opened, and yet the demand cannot be supplied. Thousands of cars of watermelons, cantaloupes and peaches have gone to the northern and eastern markets, and yet, much of this fruit has been lost because there could not be gotten enough cars to handle it.

The passenger traffic is heavier this season than ever before in its history. This is remarkable when compared with last year, because last season the yellow fever epidemic was running thousands and thousands of people to the Great Lakes and other resorts, while this season they are traveling only because they have money. The South is prosperous, and the jobbers, as well as Southern manufacturers, seem to realize that they should get a profit, and not make sales regardless, as at times they have done. We do not see any less demand for Hardware, or any reason why it should grow less during the fall and winter months of 1906, but we do feel that business will be even better than that of July.

Toledo, Ohio

Bostwick-Braun Co.: Business conditions in our immediate territory are excellent. We had a very satisfactory July, and August shows conditions much better than a year ago. We have been called upon for much larger quantities of goods than we had really expected. After making a careful investigation we believe that the consumption of Hardware at the present time is far in excess of what it has been during August for a number of years. The crops in this section have been very fair, and prices good with the result that collections are better than they have been at any time during the year.

St. Louis, Mo.

Beck & Corbitt Iron Co.: Regarding the conditions prevailing in this section at present, we desire to say that they were never better at this season of the year. The prospects are the brightest. Our own immediate territory will without a doubt have the greatest crops they have ever produced. That being the case, we cannot see anything but a prosperous condition and good business for the fall, and some time to come.

Sherman, Tex.

Roberts, Sanford & Taylor Co.: Conditions at the present time in north Texas are good. Unless something unforeseen occurs, we will have very heavy crops, which means good business for the merchants. Our business is better than it was the same time last year, and we look for a heavy trade this fall.

There is at least one change we desire in the hardware trade. We would be glad for the manufacturers to carry a stock on hand

that they might fill in a reasonable length of time the jobbers' orders. It seems that many factories have quit entirely carrying a stock of goods. They wait until they get an order and then buy the raw material and proceed to make up the goods ordered.

They owe it to the jobbers to carry a reasonable stock, but under present conditions, it seems that the jobber alone must carry the investment of a stock of goods. We feel under obligations to our customers to carry on hand enough stock to meet their requirements, and it is a poor rule that don't work both ways. Under present conditions, we have to place our orders one spring for many goods that do not move until the following spring. This is done to accommodate the factories. Sometimes the failure in crops demonstrates that we have bought twice the goods that our trade demands, but it is too late to correct the mistake after the goods have been shipped.

If the manufacturers carried stocks, the jobber would not have to bear the risk which he incurs by anticipating his wants from six months to a year ahead.

Tampa, Fla.

Knight & Wall Co.: Our section is very prosperous, indeed. Tampa is a cigar center, and the manufacturers have more orders than they can fill, and the demand for turpentine, lumber and phosphates is good; the prices better than they have been in years. All of this, naturally, makes the country in good condition.

The Hardware trade is a little dull at present, partly because of the summer season, and partly because there is very little building being done. There has been some difference between the building contractors and the labor unions, and the price of lumber is very high indeed, which has, to some extent, caused people to discontinue improvements.

Detroit, Mich.

Standart Brothers: We have been enjoying a very satisfactory business so far this season, and can see no reason why the balance of the year's business, and the first half of next year's business, is not already assured. We are having a bountiful harvest, and fall crops bid fair to be exceptionally good.

Selma, Ala.

Johnson, Coleman & Graham: At present the prospect for a big fall and winter trade is better than it has been for several years, which is due to the fact that the indications are that there is going to be an exceedingly large cotton crop made, not only in this territory, but throughout the cotton district, and if these prospects are realized and the price

remains around nine and ten cents per pound, it will be no trouble to do business this fall and winter.

We have had an unusually large demand for all kinds of builders' Hardware for the past sixty days; in fact, the demand for some articles has been greater than the supply, and we now have unfilled orders on our books due to the factories not being able to furnish us with material promptly.

The most important thing in the Hardware business that we think needs correction is some check made on the Catalogue Houses. In our opinion, they are making a big inroad in our line all through the South, and unless something is done to check it, both the jobbers and retailers are going to feel the effect in a very short time.

Pittsburg, Pa.

James C. Lindsay Hardware Co.: We see no reason why the Hardware trade in this section should not enjoy a good volume of business for the coming fall and winter. Our mills are working full time and plenty of orders coming in, insuring steady work for their employes, all of which is bound to affect the jobbing and retail trade. We consider the prospects to be very bright and satisfactory.

Logan-Gregg Hardware Co.: There is no apparent let-up in the demand for Hardware, except the seasonable one for midsummer months. Compared with last year, July showed a good increase, and August appears to be doing about as well. Apart from some local strikes among the building trades, we know of nothing to interfere with a large business being done, and the assurance of plentiful crops guarantees a good demand for at least a year more from the country at large.

Vacations are still going on among employes, making the work fall heavily upon the smaller force at work. This is always a worrisome time for those at home, but will all be over by September 1.

Shreveport, La.

Vordenbaumen-Eastham Co.: Crops promise well, but there are forty-five days of crucial period now left for cotton. Already there has been considerable damage by heavy local rains.

Business is now slightly above normal and bids fair to be the best in years. Ice scales, 300 and 400 lb. spring balances, are fast displacing the scale beams of the cotton field.

With the moderately heavy yield of cotton now promised, this should be a record-breaker for all branches of Hardware trade.

Wilmington, N. C.

N. Jacobi Hardware Co.: Business continues favorable, although we cannot but feel that the lower price of lumber and the continued wet weather that we have had for the past two months is bound to have its effect on crops and will necessarily affect business this fall. We do not feel discouraged, as we realize that our people generally are in better financial condition than ever before, and are therefore prepared to meet any little offset or poor crop year. The natural growth of our section will cause a continued demand for goods, and we feel that a satisfactory quantity will be used regardless of above effects.

Joliet, Ill.

Barrett Hardware Co.: The business outlook here for fall and winter business seems to be very flattering. We have had unusual trade and the farmers now report the greatest crop of corn for this section that they have ever had, and we see no reason why we will not do a larger business this fall than at any previous season.

This morning's mail brought us a letter from an eastern manufacturer and we quote a few words from his letter, and in our experience this feeling seems to exist all over the United States. They say: "We have been so favored with orders that we have gotten behind in filling them; never have experienced such heavy demands for this class of goods before." To us, this continued prosperity is marvelous.

Austin, Tex.

Walter Tips: We are almost too busy to make any reports on the trade conditions in this territory. These few words in themselves should explain the situation. Permit us to say further, however, that the outlook for the cotton crop, which, as you know, is our principal money crop in this territory, is very good, and we look for heavy fall business.

Quincy, Ill.

Cottrell Hardware Co.: We are glad to be able to report a change for the better in our local conditions. So far, this year has not been a remarkably good one with us, but the wheat crop has turned out a great deal better than was expected, and we will have a good half crop of corn.

Therefore we predict a good fall and winter trade, as half a corn crop at ruling prices is nearly equal in value to an average full crop. Our customers through Illinois and Missouri are in good shape; pay their bills, and are making some money.

Grand Rapids, Mich.

Clark-Rutka-Weaver Co.: Business conditions of this section are very good. We have recently had an abundance of rain and warm weather, which has developed corn and potatoes so that there will be a very good crop. Fruit will not be a full crop here this year, but what there is of it will be very nice.

Stocks in the hands of retail dealers are not more than normal, although every one is fairly well stocked. We believe that we will have the largest fall trade and winter trade this year that we have ever had.

Collections have been a little backward, but we believe that it will right itself later, although they will be later than usual. Altogether conditions would be considered satisfactory, and we do not know where we could change it if we had an opportunity to do so.

Meriden, Conn.

Church & Morse: Everything in this section points to a very busy and prosperous fall and winter business. We can truly say that the general business in this section has kept up to a higher standard through the so-called dull summer months, than it has been for several years, and we find that this does not only apply to the Hardware trade, but to all lines, and the merchants are all looking forward to another prosperous year, and we fail to see any good reason why we will not get it.

Hartford, Conn.

Tracy, Robinson & Williams Co.: Business conditions here favor the inefficient. Everyone is so busy that there are not enough good men to fill vacant places.

As one manufacturer expressed it: "I could put twenty-five more men at work to-morrow, if I could get them, or I could put seventy-five at work if I could drop fifty that are doing unsatisfactory work."

Omaha, Neb.

Lee-Glass-Andreesen Hardware Co.: Business conditions in this section continue as our reports heretofore advise, to outdistance all predecessors. With all crops practically assured, farm communities have continued building improvements, with the cities doing likewise.

Builders' Hardware and mechanics' tools seem to be the particular attraction to the trade. Winter goods are going out greatly in excess of usual shipments at this time of the year. The outlook for fall and winter trade is excellent. Collections are unusually good for this season of the year.

St. Paul, Minn.

Hackett, Walther, Gates Hardware Co.: If signs and signals mean anything, then, unless some calamity occurs, the trade in our territory, which covers Iowa, Minnesota, Wisconsin, North and South Dakota, Montana, Washington and Idaho, promises to be larger than ever before. Everybody has courage to take the risk which at this time seems very small because the crop is being harvested, and it would take an unusual condition to spoil it now. Nothing but continuous rain and lots of it would have a serious effect.

As a whole we believe that the people in general could not have better conditions. We read and hear of trusts, combinations, rebates, etc., but really, when did the average family have as much money as they have now, and when could as much be bought with ten dollars as now?

Surely we would like to see the tariff revised. We would like honest life insurance. We want the common people's money safeguarded in no uncertain manner, but the world and its people are happier, live longer and enjoy life better than ever before. We should be thankful for this, yet should strive hard to still better the conditions. Adam and Eve had trouble—their sons and daughters have had theirs, but when we look over to Russia, we should be thankful that we live here. It is our duty to help to the best of our ability to correct evils which exist, but never to allow envy or hatred prevent us from enjoying our surroundings.

Fort Smith, Ark.

Speer Hardware Co.: We are in an optimistic frame of mind at the present time, owing to the fact that the prospects for a large fall business were never more promising than now. We are sure of a big corn crop, and cotton is in most excellent condition. We are located in the heart of a large coal mining district and the mines are working full time to catch up for that lost during the recent strike. So, altogether we feel that we are fully justified in our feelings of optimism.

Manchester, N. H.

Manchester Hardware Co.: Business in this part of the country is very good in comparison with other dull summer months. Building is brisk, labor is all employed and difficult to procure in some branches; cotton mill operators are enjoying a five per cent. raise in wages, gratuitously. Prospects are bright until next year, surely, for good business. We are hoping that sometime the railroads will be able to make quicker deliveries on factory shipments.

Baton Rouge, La.

Doherty Hardware Co.: We depend largely on the cotton crop here for the volume of our business. The crop promises to be a good one this year, so we expect a nice business this fall. The demand for goods, we think, will be late, however, as there will be little money in circulation until a good portion of the crop is marketed. A good many obligations were carried over from last season, and they will have to be taken care of before much money will be used in buying new supplies.

As to special brands we do not think the matter will ever be settled. We believe in special brands ourselves, and think we can always find some factory to make goods under these brands for us. We never put our brand on anything but the best quality of goods, so we expect the demand for them to continue.

Opposed to the Merger

Scott Hardware Co., Paducah, Ky.: Relative to the merging of the Southern Hardware Jobbers' Association with the National organization, we don't really see where anything could be gained. The Southern Hardware Jobbers' Association handles questions that are entirely foreign to the northern jobbers, and with matters that they would not be at all interested in. The conditions in the South exist in no other section, and the jobbers of the North could not enter into the spirit of their meetings with the same zest and interest that they would in the affairs that they were directly interested in.

Hardwaremen and Gas Stoves

The ironmongers of London are endeavoring to perfect a scheme by which they can profit somewhat by the present enormous business in gas stoves in that city.

In recent years a large part of this trade has been lost to the Hardware dealers and gone into the hands of the gas companies, who, recognizing that a supply of stoves is essential to an increased consumption of gas, had fostered the trade in this direction.

The gas companies have now made an offer by which the trade can secure that which naturally belongs to it. The terms of the agreement are said to be quite favorable to the dealers, who are not to act as agents but as independent contractors. The gas companies had maintained extensive show rooms, which are now to be open to the dealers, who may avail themselves of these big assortments of samples on view without the necessity of keeping more than a few representative samples in their own stocks. The terms of payment are

placed by the companies below actual cost, the ironmongers being able to purchase at 10 per cent. below the net quotation of the manufacturer. This loss presumably falls upon the gas companies, which expect to get their returns in the increased sales of gas.

The ironmonger will have the right to make repairs where he sees a profit in the same, or he can turn them over to the gas companies if he prefers.

Sheffield Goods in San Francisco

Trade agents of the English manufacturers are endeavoring to discover what classes of Sheffield Hardware goods are most salable in San Francisco and on the Pacific coast. The statement is made in behalf of these gentlemen that "German competition is keen in razors, but the known Sheffield brands sold at equal prices are certainly better in quality and temper. One thing that militates against the British razor is that as a rule it is heavier than is liked. The best pocket cutlery comes from Sheffield and commands the best price. It is useless to try to compete with the lower grades, which are either domestic or German. Medium and best are most salable. There is little done in scissors and shears. British patterns are regarded as less useful and more trying in work, and home manufacturers would do well to take this into consideration, at any rate for the United States market, and probably for the home market as well."

The statement is further made that the large Hardware wholesale houses in San Francisco will not stock with Sheffield cutlery, as they are running their own special brands of American make; that the regular way to push foreign goods is to deal direct with the retailer, and for that purpose it is necessary to hold a fair stock. The manner proposed for the forcing of these goods in their territory is by means of a combination of a few British manufacturers of different lines and the laying down in the district of a small stock of each make, and under capable management, an all-British agency could be run there with a fair probability of success and at a very small risk. The goods could all be held in bond at a low rental by arrangement, and of course no duty would be payable until sale was effected and goods released.

After a trial of two years the British authorities have adopted for the use of the troops in India table knives and forks made entirely from steel. These are stamped in a single piece and made throughout by machinery, including the grinding and the glazing. The handles are to be nickel plated.

THE COST OF BUSINESS VS. THE PROFITS

Inquiries and suggestions have been made from time to time in these columns as to the need of some scientific business measure by which a merchant doing business could understand exactly what it costs him to carry it on, and what allowances must be made, in estimating the future profits, for the cost of securing those profits. A number of very interesting ideas have been advanced, but in the main the merchants are not agreed upon any simple solution of this problem; and perhaps they never will be so agreed.

A representative of the **HARDWARE DEALERS' MAGAZINE** had an interesting talk on this subject with Mr. Bernard B. Neal (formerly of the Neal & Brinker Co.), at present president of the Neal & Scott Co., dealers in Hardware, tools, specialties and supplies, at No. 81 Warren street, New York City.

Mr. Neal has paid considerable attention to economic questions as connected with the Hardware trade, and his opinion carries weight everywhere. In response to a suggestion from the Magazine representative, Mr. Neal said:

"Replying to your question as to what my experience has been in regard to the cost of doing a Hardware or factory supply business in this vicinity, and in connection with the numerous letters that I have read in your magazine of recent dates, I am quite sure that a majority of the dealers who have written said letters have not taken the complete question of the cost of doing business, as a great many of the letters have stated that the gross cost was about 15 per cent. I am quite positive that this is entirely too low an estimate, and that very few of the said dealers could prove by actual figures that the cost was no greater than that they name. A great many Hardware merchants do not take into consideration that the stocks that they carry on their shelves are not worth anything like the cost if they had to realize on them in emergency. For instance, the average Hardware establishment will carry in stock, we will say, fifty to eighty thousand dollars' worth of goods and do a business—a gross business—of, say, \$250,000 per annum.

"Now, in figuring the cost of doing business and to get at it in an actual manner, they should consider this stock as an investment of money, and money in regular channels is nearly always worth at least 6 per cent. If for any reason the merchant wishes to turn his said stock into cash or a certain portion of it into cash, I am quite positive that owing to the large and various assortment and apparently small abundance of the differ-

ent articles, that it would be almost impossible for him to realize quickly an amount of cash anywhere near what his original cost was. In figuring, of course, a matter of this kind is certainly very important, but I am sure that it is almost always overlooked.

"I will not endeavor to go into all the details of what it costs to do a Hardware business, but I am simply calling attention to some of the things that I know, from personal experience, have been overlooked by some of the very best merchants.

"Another very vital point as regards the cost of goods enters into the fact that very often, and in fact too often, a merchant is induced to purchase, probably beyond his actual requirements; a quantity of regular goods, because he is informed from very reliable sources that such goods will undoubtedly advance; in order to protect himself from other dealers of the same line he will purchase more than his actual requirements. We will say that the goods in question will cost 70 per cent. off, and he had positive assurance that the advance in price would make the cost 60 per cent. He bites, buys, and a little while after he gets this good thing, he finds that probably every other dealer has done exactly the same thing. He tells his salesmen immediately that they must unload a good portion of these goods, and I am sure that the consumer, or whoever purchases from him, will secure a price as low as 60 and 10 off, although the factory price has advanced to 60 off.

"This looks like very good business, and every other dealer is doing the same thing at that time. But let us look at the results. By the time the different dealers have sold their overstock of this particular line of goods, I have found that the price would be down to 70 per cent. again. Now, Mr. Manufacturer needs some business, too, and before this particular class of goods is straightened out again the price will probably go to 70 and 5 or 75 off."

"In that view of the case, Mr. Neal, what has the dealer made?" asked the visitor.

"I was coming to that," Mr. Neal responded. "He has had to meet the conditions; he overstocked himself originally; had to pay for the goods, which tied up a certain amount of capital. He urged his salesmen to put a great deal of time in disposing of this stock, and when the net results are told, and you figure the odd sizes, etc., that he still has on his shelves, from my standpoint, he has lost money.

"Now, I have not cited an imaginary case,

but this sort of thing has been going on in many concerns in the Hardware business for a good many years, and I believe that most of the Hardware dealers will agree with me as regards this.

"I am not saying these things in a doubtful manner, for they are actual facts. The trouble with our business in these days, so far as my experience goes, lies in the fact that our expenses have been increasing very steadily. Young men grow older and must have larger salaries; property gets more valuable and rents are advanced, and all other overhead fixed expenses have advanced and are advancing, and these expenses are actual and positive.

"Now let us look at the selling end. Competition, card systems, expert purchasing agents, and the Hardware dealer's over-anxiety to get business (in fact, he has got to have it), have pulled the margin of profit down on all leading staple goods to such a point that I do not hesitate in making the statement that 10 per cent. is now looked upon as a pretty fair margin of profit. On a great many staples 5 per cent. is all that can be obtained.

"Your salesmen tell you, and they are undoubtedly right, that the other dealer is quoting low prices and that unless you meet these competitive prices, etc., they cannot get any orders, and all that sort of thing, as they find it impossible to hold the business. But in the face of such low prices, what is the good of holding the business; why not look the conditions square in the face and get what is a square and legitimate profit rather than make a loss each year, and let the business pass? Of course, this may not look like very good business, but a merchant that knows, so far as he is concerned, that he is doing business at about cost, is not going to get very much sympathy either from the people who he has sold to or from the manufacturers from whom he has made his purchases."

"What is the remedy?" was asked.

Mr. Neal answered: "According to my experience and actual figures, the general Hardware business should be done upon a basis of say 33½ per cent. gross profit. There will be lots of things that will creep into your business that amount to a great deal in dollars that you cannot by any possible means get any such profit. But a Hardware merchant who does not fight and practically make his salesmen strain to get this margin of profit is on the wrong side of the fence. Instead of its costing about 15 per cent. to do the Hardware business when you have every detail of expense taken into consideration, I know that in the majority of cases it will come nearer 25 per cent. than 15 per cent. I would like

to hear from some of the dealers as regards this statement.

"Of course you understand that I am not deceiving myself in any manner as regards this expense proposition, and it is in every establishment that is doing business to-day, who carry stocks of goods with the equipment of help, etc., to do business in an up-to-date and intelligent manner as is absolutely necessary in these times.

"Now, if my figures have proved correct, and I have no doubts on this score, then is not a gross profit of 33½ per cent. about right in order to show a business that is worth while? Let us talk about expenses. Money invested, the employes' salaries, and all such items must be figured in. It may be plain that by doing a very large volume of business the expenses can be reduced to a certain extent. That may be true, but I want to say that so far as the Hardware business is concerned that this will hold good only to a very small percentage. If a house is handling, say, 200 orders per day in a satisfactory manner to their clients and themselves, should, by extra efforts—that is, additional salesmen, additional advertising and all that sort of thing—increase its business so as to have 300 orders per day, I am sure that the expense all along the line is going to be increased in practically the same proportion as it was upon a business of 200 orders a day.

"The additional expenses of taking care of these orders, the increased help, such as order clerks, billing clerks, shipping clerks, book-keepers, postage, stenographers, etc., will practically increase it to an extent as to leave the merchant in about the same shape, as regards profit, as he was when he was handling 200 orders a day, for the very simple reason that just as soon as you get more business, so far as the Hardware business is concerned—and that is what I am talking about—you must have your extra equipment, etc., storage room, and all that sort of thing, in order to take care of it.

"You see our work in the Hardware business can only be executed by the necessary help, and this help must be very intelligent, otherwise because of returned goods, loss of customers, complaints, etc., you will run very low in your apparent profits.

"The Hardware merchants, in my estimation, have got to face this proposition at once. They should be closer together, they should understand each other better, they should not allow the buyers to play one dealer against the other so absolutely, otherwise we will soon be doing business at what I claim is a positive loss when all things are considered.

"In speaking as I do, please understand that

I am doing so from actual experience in this particular vicinity; that is, Greater New York and nearby. I have no practical experience in any other parts of the country, but I believe that the Hardware business is in much better shape in other sections, particularly in the West and South, where I understand the Hardware dealers have faith in each other and a certain amount of understanding as regards prices they quote to buyers, so that if a customer says that Smith, Jones & Co. are giving them a certain price, it is understood that Smith, Jones & Co. can be communicated with in reference to the same and the buyer's statement proved. In other words, the dealer gets a profit, and I notice in other sections of the country they are establishing a much better degree of friendship than is being done here in the East.

"When you first asked me in reference to this matter I had no idea that I would say so much as I have said, but I trust that the same will be taken in the spirit that it is meant, and if other merchants can bring forth facts and disprove what I have said, I will certainly be pleased to have them do so through your esteemed magazine."

American Exports of Plated Ware

In answer to an inquiry as to the possibility of increasing the sale of American plated ware in Mexico, a United States commercial agent in that country says that most of such ware, including plated knives and forks, comes from Germany for the reason that throughout Mexico the general Hardware supply houses are under the management of Germans. There is no discrimination on American plate, and it should have a large sale in Mexico, owing to lower freight charges. He reports that merchants generally purchase through commission agents, but would buy considerable from United States manufacturers if they would send agents to solicit trade, which he believes to be the only efficient way to secure it.

In Canada it is also learned that most of the foreign silver-plated ware is sold to retailers direct by the manufacturers through traveling salesmen, who call frequently on the retailers. The goods most in demand consist of biscuit jars, casters, cake baskets, candelabra, coffee sets, bake dishes, berry dishes, crumb sets, fern dishes, fruit bowls, jewel boxes, napkin rings, sauce boats, shaving sets, butter dishes, syrup pitchers, tea sets, toilet sets, trays and waiters. The principal brands sold are of Canadian make, American and English made goods covering nearly the balance of sales.

The only disadvantage American goods are under is due to the preference of 33½ per

cent. in tariff charges in favor of British-made goods. German goods are charged a surtax of 33½ per cent.

Canadian manufacturers of electroplated hollow ware have been making great strides in the improvement of their goods within the past few years. The English also have been giving more attention to the trade; where they had one agent calling on the trade five years ago they now have five. They are making the greatest strides in the sale of the better goods—electroplated nickel ware—which are harder and ring on being tapped, and they lay down their goods at lower prices than the Americans. They sell all goods duty paid and are also improving in styles and studying Canadian markets more.

Salesmen's and Buyers' Lists

A new method of buying Hardware is said to be gaining ground in Australia. A buyer who does not feel that he has the time to see a number of salesmen has adopted a plan of issuing on two days of the week a list of the goods he needs, and getting the travelers to fix their lowest prices thereon. A number of copies are prepared and one is handed to each representative as he calls.

We are of the opinion that most of the aggressive salesmen of this country would ignore entirely a list of that sort, and march into the office of the buyer and sell him goods direct despite this attempted evasion.

As to Careless Shipments

Paul C. Carter, the purchasing agent in New York of the Philippine government, declares that there is hardly a week in which he is not compelled to enter strenuous protests against bad packing on the part of firms to which he sends orders. He adds: "You would be surprised to see what scant attention the average manufacturer gives to the preparation of his invoices, the marking of his cases, etc. One would think that his own self-interest would encourage him to do just a little bit better than seems to be his present inclination."

Consul P. Lieber, who represents the United States in Dusseldorf, Germany, declares that carelessness in packing goods for export and unreasonable delays in transit are causing a great many complaints among the consignees in Europe and are detrimental to the development of our export trade. Two steel ranges bought from a factory at Lorain, O., and shipped from there in September, 1905, did not reach Dusseldorf until the last week in May, and were received in a shameful condition and fully one-third of the castings used in the con-

struction of the ranges were broken and had to be replaced by a local foundry at great expense. The ranges were not fastened and bolted down as they should have been; they were simply left loose inside of the box, and the handling at the various depots and piers, even if it had been most careful, could not help but to injure the ranges in a manner that had they been shipped to a merchant they would have been refused by the consignee and left at shipper's hands.

Price Maintenance in Lawn Mowers

The progress of price maintenance in England in the Hardware trade furnishes an interesting story. In 1889 the cutting of prices by retailers had reached such a point that a number of manufacturers issued a vehement protest against the practice. In the fall of that year a number of these gentlemen interviewed the larger retailers, in the hope of establishing a working agreement. The difficulty related especially to lawn mowers.

The first step in the direction of reform occurred in that year when a leading manufacturer of England announced that thereafter their lawn mowers would be sold at cash price that would not allow less than 12½ per cent. profit to the retailer.

The Coldwell Lawn Mower Co., of Newburgh, N. Y., also came out with a very definite expression in sympathy with the position taken by the British concern. The feeling at that time was such that one representative of the retail trade demanded that the trade should drop lawn mowers altogether, as they were treated simply as a decoy to secure trade, and were sold at the lowest possible profit as an inducement for the purchase of other goods on which money could be made. An attempt was then made to make an agreement among the manufacturers holding the goods at a 15 per cent. profit, but this fell through.

In 1901 the matter was again taken up by the Ironmongers' Federation, which urged the manufacturers to adopt price maintenance. An understanding was reached through the friendly offices of this powerful concern, and the agreement then made has been renewed from year to year to the satisfaction, we are hold on high authority, of both manufacturers and retailers.

The Choice of the Dean

George Henry Sargent, of New York, was introduced by one gentleman to another as "the Dean of the Hardware trade." Said Mr. Sargent instantly: "I lay claim to no such title, but I would rather be a Sargent than a Sardine."

A Boom in Rollers

W. A. Guenther & Son, Owensboro, Ky.: So far as ice skates are concerned, the trade has possibly strengthened up some, but not to a great extent; however, the business the past season was in excess of the year before, with more interest shown by the young men and ladies, which is an indication that the trade this season will still be on the increase, and we look for a larger business on this line than ever before.

In regard to roller skating, will say that we could not supply the demand toward the close of the season, and if the interest shown at the close of the season just past is any indication at all, the business will simply be beyond control.

There are large rinks being opened in all parts of the country, and small towns of one to three thousand inhabitants are supporting rinks and making them a paying investment, while the miles and miles of new concrete pavement being laid each year make the skating to suit the juveniles, who are not admitted to the rinks, or who do not have the price, but who can buy one pair of skates.

From the above conditions we would say that the business has been stimulated to at least an increase of fifty per cent., and think the business next winter will fully justify our opinions.

Why He Might Object

A Buffalo drummer tells a good story on the president of a Buffalo wholesale Hardware company.

He has a bright son named Ray, who, during school vacation, interests himself by helping down at the store and learning all he can about the business. The other day, while at work in the basement he began to sing, and his song was:

"Everybody Works But Father!"

A clerk stood it for a moment or so, and then came over and touched the boy on the shoulder. "I wouldn't sing that while I was here, if I were you, Ray," he said.

"Why not?"

"The old man might hear you."

"But suppose he did?"

"Twitting on facts, you know," was the answer. "It's dangerous."

The chain makers of England are very much stirred up over the endeavor made by Germany to secure skilled English laborers to manufacture goods in the German factories, and steps have been taken by which those interested will co-operate with each other for the purpose of preventing this effort from being successful.

TRUTH FROM THE MAKERS OF HARDWARE—II

CONDITIONS SURROUNDING THE MANUFACTURE OF A NUMBER OF LINES OF HARDWARE—QUESTIONS ANSWERED AS TO THE ELEMENTS THAT AFFECT THE MARKET—SUPPLY AND DEMAND—COMPETITION—THE EFFECT OF THE TRUSTS—RAILROAD TROUBLES—PRICES

1. *What are the present conditions surrounding the manufacture of certain lines of Hardware?*
2. *What are the relations now existing between supply and demand?*
3. *Are there too many people engaged in the manufacture of your line?*
4. *To what extent are you depending upon trusts for the supply of raw material?*
5. *What are the difficulties that are hampering you in the way of railroad transportation?*
6. *Will there be any changes in prices in your line?*
7. *What amount of goods will probably be absorbed during the coming season?*

MARINE HARDWARE.

From a Manufacturer: "We have had great difficulty in securing goods this season, but we lay this to the fact that our business is a seasonable one, and we are obliged to do about one year's business in four or five months. This year there was such a demand for marine Hardware that we were caught without stock enough on hand. The rush is practically over now, and we have no difficulty whatever in securing these specialties. The railroad transportation has bothered us considerably. In our opinion, we do not see how the price can be higher; in fact, we look for lower prices on brass and copper goods before there is any further advance. In our particular line, the change in price does not interfere with the demand whatever."

SHOVELS AND SPADES.

From a Manufacturer: "As a rule, all manufacturers of goods think there are too many manufacturers in the line. It is very hard in this country for any one to have a monopoly in any line of goods, and certainly cannot unless they have the patents, and then they have the same established through the courts before they can enjoy the monopoly."

"We would say that the demand for goods now seems to be as great as ever, and the supply is just about equal to the demand; in some lines of steel goods the supply is not equal to the demand. We buy from trusts and independents for supplies of our raw materials. We have no difficulty in regard to railroad

transportation, except that we find the railroads take too long to deliver goods; they do not hesitate to charge us for demurrage on cars, but as yet there has been no redress for the shipper as against the transportation companies for delay in transporting their goods. We think there will be as large, if not larger, amount of goods used in the coming season as there has been in the past, and we look for a very large trade."

PAINTS AND VARNISHES.

From a Manufacturer: "Nineteen hundred and six seems to be a repetition of the past year in the amount of business being done in the summer months, when it is usually expected there will be a considerable falling off. On the contrary, we can report paint and allied interests as being quite active, and the prospects most excellent for the fall; indeed, it is frequently remarked that the structural trades of all kinds have for a number of years enjoyed extraordinarily prosperous times; where there has been an interruption, it was generally through labor disturbances."

"The spirit of improvement in the country as to dwellings, governmental and municipal buildings, continues unabated. Manufacturers who draw most of their crude or semi-crude material from the trusts are complaining of hampering conditions which the larger aggregations of capital are continually forcing upon them, while as far as transportation is concerned, it seems to be the universal complaint that facilities are not equal to requirements."

Interviews with some of the larger transportation agents have demonstrated beyond all doubt that the amount of traffic operated is largely in excess of the present carrying facilities of the country, and the difficulties which the transportation companies meet with are not confined to any particular locality; improvements made at one point seem to only make room for a more acute demand in some other locality, and the fact that the companies are compelled to provide additional facilities gives the land speculator an opportunity to make the corporations involved pay much more largely than otherwise would be necessary if they could simply bide their time."

ABRASIVE MATERIALS.

From a Manufacturer: "The demand for carborundum products is greater than we are able to contend with at the present time with our present equipment. However, we are putting on large additions in hopes of not only keeping up with the present demand, but with anticipated growth. This statement necessarily shows that we do not consider that there are too many people engaged in the abrasive business. We have all that we can do and no doubt our competitors are in the same predicament. We are not dependent upon trusts to any extent for raw material. In regard to railroad transportation, would say that we are not hampered by railroads any more than general business is hampered by the railroads of this country having more freight than they can handle with their present equipment. We do not anticipate any changes in the prices of our products, and from present indications the demand for goods is on the increase. We anticipate not only a very good season this year, but believe that next year will be greater than this has been."

SHARPENING STONES.

From a Manufacturer: "We are finding about the same amount of competition as formerly in the line.

"As to there being too many people in the manufacture of our line, we can only say that we have always felt that the 'other fellow' was one too many.

"As to our depending upon a trust for supplies, will say that in the matter of raw material we are not dependent upon any trust. We have to buy some goods, however, which we use in the manufacture of our line from trusts.

"As to railroad transportation we have been fairly well favored with cars, but we are having a great many complaints about delayed goods, many of our customers stating that it takes twice as long to get goods over the same route as it did a few years ago. Also as an

indication that railroads are badly crowded with business, we are finding our claims for lost goods very much larger than in former years.

"In regard to changes in price on our line, will say that our experience is that it is costing more for labor, supplies and many things that go to make up our business than it has in the past, and it has only been through economy in manufacture that we have been able to continue to sell at prices that were ruling before the general advance commenced. We, however, feel that an advance on our general line is almost necessary at this time."

HARDWARE SPECIALTIES.

From a Manufacturer: "The demand for goods in our line is unusually strong with us, to the extent that we have been compelled to add largely to our plant in the way of additional foundries, which will more than double our present capacity. These improvements we hope to have in full operation by the first of September.

"With reference to raw material, while in some lines we have had trouble in getting orders executed promptly, still in most cases we have received satisfactory delivery. We are getting pig iron, coke and lumber as fast as we require the same, but in some lines of steel goods, and specially in malleable iron, we are having considerable difficulty in getting our orders filled in reasonable time, and while there are many other manufacturers of goods in our line, so far as we can learn they are all running full with about as much business as they can handle. It seems to us that the raw material used in our line is largely controlled by a trust, but so far as railroad transportation is concerned we are having no trouble in this direction and are getting very satisfactory service."

From a Manufacturer: "The outlook was never brighter for marketing our line of goods. It will be a surprise to us if there is any falling off in the demand during the balance of this year, and we expect the activities to continue at least until the middle of next year. If the scarcity and high prices of raw materials continue, and especially if there be further advance, it will mean that our prices will have to advance in proportion."

WIRE NAILS AND RIVETS.

From a Manufacturer: "The demand for goods in our line is good, but the supply is equal to it. A less number of mills could supply the demand without material increase in their machinery. Most of our raw material is made by the so-called trusts. The railroads

have been too much crowded to make prompt delivery at all times. Prices are firm, but we do not anticipate much, if any, advance. We look for a good demand for the remainder of the year at least."

STOVES AND HEATERS.

From a Manufacturer: "We make cook stoves, heating stoves, ranges, furnaces, etc. As to the relation now existing between supply and demand, we would say that in our judgment, the demand during the balance of the year for goods of our kind will be greater than the supply. That is, that the stove foundries will hardly be able to make up stock enough to meet their demands. From this it is evident that there are not too many people engaged in the manufacturing of stoves. Very little of our raw material comes from the trusts, and what we have bought from the trusts has been supplied in reasonable time. We have had no difficulty whatever so far in having transported with reasonable promptness any of the various supplies used in our foundry. As to the amount of goods that will be absorbed in the coming season, we are not able to say, save that we have good reason to believe that we should be able to market at least ten or twenty per cent. more goods this year than last."

GARDEN IMPLEMENTS.

From a Manufacturer: "Trade in our lines at present is a little backward, which is probably caused somewhat by the fact that owing to excessive competition, jobbers do not know when they are getting bottom prices and are therefore holding off. It is a very bad situation for us, inasmuch as raw materials of all kinds entering into our goods have been advancing, but finished products are being constantly sold for less money. The reason of this is that there are too many making the same lines of goods and the anxiety of each one to do as much of the business as possible.

"We do not know that we are dependent upon the trusts for much of our raw materials, except, perhaps, in the steel line, and we can generally pick up plenty from outside sources, but, of course, they govern their price largely by the figures set by the trusts.

"On one of our lines we are hampered greatly on account of one manufacturer trying to do a sort of mail order business; that is, having severed their relations with their sales agent, who marketed their goods, they are writing around to jobbers offering the goods at a five per cent. rebate, in lieu of the commission they would have to pay their representative, or the expense of keeping a direct representative on the road. They evidently figure that when the other manufacturers are

selling at cost, they are still making five per cent.

"In regard to railroad transportation, will say that it takes entirely too long for goods in most cases to reach their destination. A week, from this place to Chicago, is too much time, and for materials coming from Connecticut, we frequently have to wait fourteen to sixteen days.

"It is our impression that there will not be quite as large a volume of goods sold during the year (from August to August) as there has been the past year. While the iron mills are all filled up with orders, we think it is caused largely by the fact that manufacturers are placing their orders farther in advance than usual, owing to the delays they have experienced during the last couple of years in getting materials promptly."

THE CUTLERY TRADE.

From a Manufacturer: "We were never so busy at this season of the year as at the present time; also, our sales are considerably larger for the year than for any similar period, and each year shows a very substantial increase over the previous one in the matter of sales.

"So far as the relations existing between the supply and demand are concerned, can only speak for ourselves, and in our case the demand has been greater than we have been able to supply, owing to a scarcity of desirable help.

"So far as our supply of material from the trusts and difficulties in the way of transportation are concerned, while we have been hampered more or less during the past year in this respect, we attribute it largely to the matter of great volume of business being done, and that they probably have the same excuse as ourselves, not being able to handle same to the best advantage.

"So far as this question bears upon prices, we believe that things are about even, for the reason that we have been able to buy some material for less money while others have slightly advanced."

THE ANVIL TRADE.

From a Manufacturer: "We find a very urgent demand from all over the country for our product. We had anticipated somewhat of a slackening in demand during the summer months. While this has been proved to a limited extent, yet the demand at the present time is far ahead of what it was in the corresponding months of other years. From present indications and from the urgent requests of customers for prompt shipment, it is our belief that stocks in the hands of the jobbers are

low, and in view of the general prevailing prosperous condition throughout the country, we see no reason why the demand does not continue well up into 1907.

"In our special line the manufacturers could undoubtedly with very little effort take care of considerable increase of demand. Of course, at the present season of the year, owing to the hot weather, production is somewhat handicapped, owing to the inability of the men to work steady, but with cooler weather there will be absolutely no difficulty in keeping up with the demand."

THE TRADE IN BELLS.

From a Manufacturer: "Our business would indicate, particularly in the matter of purchasing supplies and materials for our own use, that the relation now existing between supply and demand is considerably in favor of demand; in other words, the supply does not in any way seem to be sufficient for present demands.

"From our point of view in our own line of manufacture, we should say that the supply was just about keeping pace with the demand. Also we believe there are too many people engaged in the manufacture of our lines of goods. This, however, may be construed somewhat selfishly, and will say that all manufacturers in our line seem to be doing a fair size and profitable business. We seem to be depending very largely for our raw material and supplies upon trusts. The greatest quantity of material we have to buy from the United States Steel Corporation, or subsidiary, or dependent companies, there being a very close combine in the cold rolled steel market, whose price it seems well nigh impossible to break.

"Also we are much hampered in the way of railroad transportation, having to allow altogether too much time in the way of shipment on account of possible delays. For instance, at the present moment we are waiting for coal which has been shipped to us from the West Virginia regions since the 21st day of July. Ordinarily, this coal comes through inside of a week. You can see by this that it is taking about three times the time it should.

"The amount of goods which promise to be absorbed during the coming season is greater than ever, and there is no possibility of any considerable change in price."

THE TOOL TRADE.

From a Manufacturer: "We think it would be quite possible to fill many pages with an account of the present conditions surrounding manufacturers, particularly those making small tools.

"The enormous demand which has existed for the last twelve months shows no sign of abating; the difficulties incident to the procuring of raw material increase and multiply; transportation annoyances and vexations are to be made worse by the labor troubles in New York and in other larger transfer points; supplies of any kind are hard to procure and advances are continually thrust upon us.

"Despite all these difficulties, we feel that we have made an excellent showing in being able to take care of a volume of business nearly forty per cent. in excess of any previous year and at the same time serve our customers with reasonable promptness. We are strongly opposed to advancing the price of our production and shall refrain from doing so as long as possible."

AUGER BIT MARKET.

From a Manufacturer: "Regarding the supply and demand for our line of goods, would say that the demand at the present time is temporarily larger than the supply, but the latter will catch up after a few months as nearly all the manufacturers are adding to their equipment. There are not too many people engaged in the manufacture of our line, but there are enough to take care of any probable demand.

"We are now buying our raw material from the so-called trust, but we can buy about the same quality from independent manufacturers at about the same prices. In common with all manufacturers, we suffer from delays in freight shipments of raw material. We are also inconvenienced by delays on shipments to our customers. We wish that all the railroads in the country would take up a uniform classification.

"We do not look for any changes in prices in our line in the near future. The sales of our line of goods during the coming three months will be fully up to the amount manufactured."

AGRICULTURAL IMPLEMENTS.

From a Manufacturer: "The past season has been very prosperous in nearly all agricultural sections, and the demand for steel goods has kept the various factories busy, but practically all orders have been filled. The prospect from a manufacturer's standpoint seems satisfactory and increased facilities are being made to take care of any increased demand should such condition arise.

"There is very little material entering into the manufacture of steel goods, but what can be secured from sources not connected with any trust, if so desired. Railroads should be

required to give better service as regards deliveries, especially shipments in car lots.

"On account of the greatly increased cost of material, as well as labor, a lower price cannot be expected."

MACHINISTS' TOOLS.

From a Manufacturer: "Present conditions surrounding the manufacture of our line of goods are unprecedented. The demand for all of the goods which we manufacture is greater than we have ever before experienced, and referring particularly to competitive lines, the supply seems to be a little behind the demand.

"Under present conditions there are not too many people engaged in the manufacture of our line of goods, and there seems to be plenty of business for all parties contemplating entering these lines. We are not dependent upon trusts for supply of raw material.

"While railroad transportation is slow, we have known it to be in a worse condition and are rather fearful of the results when cold weather approaches.

"We do not anticipate any material changes in prices of the goods we manufacture, and we expect that the coming season will show a greater demand than ever for the goods mentioned."

Imported Nail Makers

A decision of interest to the manufacturers and users of Horse Nails was recently made by the Secretary of Commerce and Labor. Complaint was made that the Hoopston Horse Nail Co., of Hoopston, Ill., had imported three machinists from St. Johns, N. B., under a labor contract in violation of the national law. These men were ordered before a special board in Chicago in order that they might show, if possible, why they should not be deported. In the hearing it was shown that the "Parsons process" of making horseshoe nails by rolling cold iron is quite different from any corresponding process that had ever been used in the United States. The imported machinists had been practising on these machines, which have been in use in Canada for the last five years, and had through daily experience become familiar with the amount and character of the adjustment required. The decision of the secretary was to the effect that suitable labor to handle these machines could not be found in the United States, since no one here could have had the time of training necessary to enable him to operate the Parsons process successfully. Another feature of the case which strengthened the view of the department was that the said aliens were actually paid more by the Hoopston Horse Nail Co. than mechanics of similar grade received in the United States.

The Proposed Canadian Tariff

When the Canadian Parliament reassembles this fall it will take up in earnest the question of a tariff which is a matter of considerable importance to the American manufacturers and exporters of Hardware. A bill has been prepared by the minister of finance and his colleagues, and its passage is said to be a foregone conclusion, because of the large majority for the government in that body.

It is reported in Canada that in this bill an opening will be made for a reciprocity agreement with the United States. However, 33½ per cent. preferential in favor of British goods which now exists will be changed, so that the goods to be admitted at preferential rates will be specifically mentioned in the bill. There is a probability that the anti-dumping clause may be relinquished. Maximum and minimum rates are anticipated, from which maximum rate concessions will be made to such nations as give preferential treatment to Canadian goods. There is no expectation that the tariff will be revised downward, according to all reports received from authoritative sources.

Barbed Wire in Brazil

There is a movement in Brazil toward so changing the tariff schedule that barbed wire will be placed on the free list. The amount of barbed and other wire imported from the United States has not been large, but the trade was increasing until the present high duty was imposed, and the possibilities of this trade in a country like Brazil, with great estates but slightly improved, are immense if favorable conditions can be had.

In 1903 there was imported from the United States 3,969 tons of wire, nearly all of which was barbed wire, and in 1904 the amount was increased to 5,348 tons. The importations for 1905 were much smaller. Three-point barbs are most popular.

The United States has far less of the wire trade of the country than it should have. Wire of all kinds (iron or steel) was imported in the last year for which figures are now to be had (1906) to the amount of 17,073 metric tons, valued at \$1,278,147, as compared with 15,690 tons, valued at \$1,154,990, the year previous. Of these importations Germany sent about two-thirds, the United States one-fourth, and other nations the balance, Germany losing slightly and the United States gaining proportionately in the last two years.

At present the United States has less trade in metals in Brazil than any other great nation—in fact, the amount of metal from the United States is so small that it does not even appear as a separate entry in the Brazilian

customs returns, although the United States produces in great abundance some of the metals now imported. According to dealers in Rio de Janeiro this is almost altogether the fault of the American exporter. Where prices are the same the Brazilian dealer at present buys of Europe exclusively. When the metal business in the United States has been slack orders from Brazilian houses have been sought and filled. When the purchasers sought to secure a second consignment of the same sort of metal at the same prices they were met by actual refusals or general indifference, which probably may be explained by the fact that the trade at home had become more brisk and the American dealers did not value Brazilian orders so long as they could get all the business they could care for from American consumers.

The National Associations

The American Hardware Manufacturers' Association and the National Hardware Association are to again hold their annual meetings at Atlantic City in October, choosing that month this year instead of November, which is the usual time of meeting. The headquarters will be at the Marlborough-Blenheim, the finest hotel at the famous watering place.

Atlantic City has many advantages, not the least of which is found in the fact that members who go there attend more strictly to association business than they do in cities that, like Washington, offer such numerous and dazzling counter attractions. Still another advantage is found in the fact that the place is an excellent one in which to breathe fresh air, get the dust out of one's lungs, and rest the tired business soul. One has to go to bed by midnight, as everything is shut up.

The committees of the two associations who are charged with the arrangement of a joint programme, are already engaged in comparing notes as to subjects that can be discussed to the good of the entire trade, and as to how the interest in the proceedings can be maintained. Not that there has been a failure in either direction in the past, but because it is the aim of the responsible managers of each association to make the programme of each occurring year better than that of the year preceding it. A number of live topics are being considered. Said one of these gentlemen: "We are anxious to put more ginger into our proceedings. We are not only looking for important facts, but wish to load them with fireworks."

There are two minds as to what form the annual banquet shall take—for of course this always festal occasion will not be omitted. There are many of the trade who would like

to go back to the plan followed in the beginning; in the days when these associations were new, and the various branches of the trade were becoming socially acquainted with each other. That was to select the after-dinner speakers from the trade itself—to make the gatherings a home-party, where men who are of the Hardware trade talked, on their feet, to each other.

In recent years the occasions have become more general in character. Men of national importance, law-makers, officials, famous orators have been present to grace the occasions with their wisdom and eloquence. Whether or not the change has been in the direction of increased interest is a question about which there is a difference of opinion.

But one thing is certain—the meetings of October, 1906, will be worth attending.

Mr. Simmons and the Boy

A man from St. Louis tells the following story on Mr. E. C. Simmons: When he was engaged in the active personal management of the details of his Hardware establishment, a small office boy came into his room, and in a polite manner asked for an increase of salary. Mr. Simmons listened to his request, and then asked, "How much are they paying you now, Johnny?"

"Two dollars and a half a week, sir," was the answer.

"Two dollars and a half a week!" said Mr. Simmons in affected surprise. "Why, when I was your age I only got one dollar a week, and was glad to get it."

"Yes, sir," said Johnny, "but perhaps you weren't worth any more."

The boy got the raise.

Heads the Police

Howard M. Hart, of the Russell & Erwin Mfg. Co., is president of the police board of New Britain. The thieves and tramps who strike that city in the expectation of doing business take one look at Mr. Hart's square-set jaw and big arms, and leave on the next train. Those who have heard the story of how he escaped from the burning hospital in New York, never stop running until across the Canadian border.

Carl Kaufman, General Manager of The Motor Car Equipment Co., New York, sailed for Europe last month, to conclude some important arrangements for the distribution of their goods throughout the European continent and to also arrange for the general United States agency of several European manufacturers of automobile specialties, whose goods have met with favor in this country.

THE EXPORT OF AMERICAN FIREARMS

By a FIREARMS MANUFACTURER

To a majority of the American manufacturers the export trade is an unsolved problem.

The firearms makers undoubtedly have more difficulties to overcome in marketing their wares abroad than almost any other line.

Many foreign countries have placed such restrictions around the seller and user of firearms, as to almost make it prohibitory, of which India is a fair example. Again, the average firearm cost is two-thirds labor, one-third material, at say, \$3 per day at home against sixty cents per day abroad. Hence an arm costing \$15 to make in the United States, would cost \$7 to make in Belgium, which is our principal competitor. Fortunately, however, the American-made article is of a superior quality and will command a higher price than its competitor made abroad.

But few of the American makers of firearms have "scratched the surface" in gaining foreign trade, for many reasons. Since the Dingley tariff, giving additional protection which barred out many foreign goods, the American makers have been kept busy taking care of the domestic trade, and the "good times" have increased the home demand. Hence they were not anxious for more worlds to conquer, and right here let us state, a reduction in tariff on firearms would seriously injure the manufacturers, and free trade would reduce their output over one-half, closing some factories entirely.

American manufacturers not having had the generations' experience that our foreign competitors have had, are not in a position to handle the trade as intelligently as they, and having been "stung" so often with fake propositions, that "looked good" both at home and abroad, they are now often over-conservative.

Our foreign competitors grant long time, usually six months, and often a year, to pay for the goods which we are inclined to demand cash or practically so.

Our goods are largely machine-made, and variations or options cannot be given on small orders, while foreign goods are hand-made, and every arm can be made different with very little additional expense. and different countries demand widely different patterns, and the quantities ordered will not permit American manufacturers to accept the business.

The superior quality of American-made arms is recognized, and our higher grade of

revolvers are sold the world over. Repeating rifles and repeating shotguns are not extensively made abroad, and probably more free from competition than any other item.

The demand for medium-priced American-made arms of all kinds is growing, and the trade increasing very rapidly, because of quality, even if we cannot, and do not, try to meet them in price.

Continental Europe and Asia are not as good markets for us as are the countries of South America, Mexico, Canada and Australia.

Nearly all governments manufacture their own munitions of war, but often call on private makers for specialties, or in emergency, order ammunition. Insurgents, however, are in the market nearly all the time picking up supplies, which in this country is done largely through New York brokers.

COMMENTS ON THE SITUATION.

The manager of a concern extensively making cartridges, said to a representative of the *HARDWARE DEALERS' MAGAZINE*:

"We are doing quite a large export business, but at the same time we have not gotten deep enough into it to be able to give you a statement regarding it which would represent conditions accurately. We have had our hands full in caring for the domestic demand for our product, and as a result have not felt justified in seeking a large foreign outlet for our goods. We believe, however, that when the capacity of our factories will permit we can solicit and secure a very handsome volume of business, for our experience thus far indicates that American-made goods can be very readily sold in almost any part of the world if pushed. Furthermore, we have great confidence in the merits of our line."

Said the manager of another large concern: "In these markets where arms and ammunition are prohibited, or where the regulations are so strict as to practically amount to the same thing, or where the duty is so high as to discourage the importation, it is generally a part of the well-defined policy on the part of such foreign government, to prevent their citizens or a certain number of them, from securing arms, thus preventing trouble.

"In the markets where these conditions do not apply, it is simply a question of whether the steamship companies will take our class of goods, otherwise such markets are open and any firm can exploit them, and with a little hard work and patience secure good business."

THE GOODS MADE IN BELGIUM.

In connection with the above, it may be of interest to note how Firearms are made in Belgium: The large majority of the workmen in the trade carry on their work at home, having private forges and workshops, and are engaged in one special branch of the trade at which they become extremely skillful and which they bring to the highest point of perfection.

These workmen carry on their trade for years, initiating the members of their families into their own particular branch, always en-

deavoring to give a perfect finish to their manufactures and to discover and carry out new theories. The maker of barrels, for instance, is frequently engaged in manufacturing barrels for several different factories at the same time, and the better the work and the higher the finish of the articles he produces the more probability there is of his obtaining regular and lucrative employment.

Thus the major part of the workers in the Liege arms industry are practically their own masters, the remuneration that they receive for their work depending entirely upon their intelligence, ability and application.

ADVERTISING EXPERTS ON ADVERTISING

Not Old Enough to Answer

By GEORGE E. LONG, Joseph Dixon Crucible Co.

"What is advertising, and how should one advertise?" Well, we have been placing advertising for a great many years. The writer personally has had charge of the Dixon advertising for about twenty-five years, and what wouldn't he give if he could only know how he should spend the Dixon money and what is the best advertising!

Possibly, advertising may be very much like religion, almost any kind may be good if a man conscientiously lives up to and follows out the best part of that religion which may be handed out to him.

Where, for instance, a concern succeeds as well as the Dixon Company has in gaining favorable publicity, and having a business at the present time as it has where orders cannot be filled, it is fair to presume that the money has been spent for advertising with a fair amount of wisdom, but goodness only knows how much has been wasted.

It may be like shooting; many shot go astray, but occasionally one may bring down a canvasback.

Seriously, we cannot attempt to answer your inquiries; we would rather leave it to some younger advertisers. It is a solemn subject, even more so than the tariff, or who's to be the next President.

The Consumer the Basis

By a FIREARMS MANUFACTURER.

Advertising has been defined as being salesmanship on paper—long-distance salesmanship.

To make it pay—it must be judicious—media must be selected with care—copy must be right—auxiliary advertising in direct circular campaigns must be regular and opportune. Consumer—Retailer—Jobber—must be

appealed to in ways that are effective, convincing and resultful.

Indiscriminate use of space, without regard to class of circulation and ignorance of the utility of medium for one's own particular proposition, are potent factors for wasting advertising appropriations. Lack of coherence in the essential elements of advertising campaigns is another reason for scoring failures.

Advertising should be very carefully systematized—the appropriation placed in charge of an experienced publicity promoter and a department of advertising created; provided, of course, the concern is sufficiently large to warrant it.

The efficiency of a "Follow-up System" can best be demonstrated in a mail-order proposition. Our publicity is mainly educational and along the regular channels of Consumer—Retailer—Jobber—Manufacturer.

The fundamental basis of our advertising is the consumer.

Considerable of our efforts are consequently directed to interest the individual, who in turn applies to his merchant for supplies in our line; the latter party then specifies his orders through the jobber, and the wholesale distributor then obtains goods from us; i.e., the manufacturer.

The many branches and varieties of a perfect advertising system cannot be reiterated in a brief expression of views; space not permitting an elaborate and comprehensive résumé of what a first-class advertising department is, and should be.

To summarize—Judicious advertising is the only species of profitable advertising.

Follow Advertising Up Closely

By HENRY W. AVERY, Avery Stamping Co.

We carry our advertisements in the trade journals more as a directory than anything, and we do some circularizing, but we will try

to answer your questions as you have given them:

1. Advertising is making your goods known to both the consumer and distributor.

2. Would say, first, advertising in trade papers for directory purposes, and then circulars, not only to the wholesale but retail trade, and if your line of goods warrants it, circulars direct to the consumer.

3. We have found by advertising through trade papers, circularizing and following same up by card system that we have got good results.

4. Some advertising schemes look good, and when you try them they are flat failures; others that do not look so flattering turn out better than you expect them to. We do not believe in one cent enclosed circulars, as we believe that is a waste paper matter. News-

paper advertising will not bring you much trade unless you follow it up by energetic card system, and also by personal solicitation of your traveling men.

5. We have been persistent advertisers in trade papers, but have not been persistent in our circulation.

6. If you advertise, the same should be done intelligently and constantly attended to, putting it in the hands of one person so that the ground may not be covered too much. The follow-up system of advertising in our opinion is the best, but a circular every day or two is too much.

7. We believe having a card system is the best method of following up your advertising, as you can check these up when you get your returns and know why the party does or does not buy, and whether they are interested in your line.

FIXED PRICES AND SPECIAL BRANDS

"I noticed in the *HARDWARE DEALERS' MAGAZINE* for August," said a leading Hardware manufacturer, "the favorable comments of a number of jobbers on Special Brands. Well, from their standpoint one can hardly blame them. If I were a jobber I would probably shout myself hoarse in proclaiming the merits of private or special brands. They often pay the jobber over 100 per cent. net profit. Can you blame him for preferring private brands?"

"Special Brands are intended to free the owner from competition and thus sell (usually) inferior goods at a greater profit than could otherwise be obtained. Argue as they may, it resolves itself down to one of profit.

"The retail merchant pays more for jobbers' brands than for the same quality under factory brands, and so does the consumer. Private brands, as a rule, do not, generally speaking, signify anything as far as quality is concerned. I am told jobbers often buy articles from a factory knowing them to be seconds, have them put up under their own brand and label, and their salesmen sell and guarantee them as first quality goods.

"I am also advised by the best authority that many jobbers buy two and three articles of the same quality and price, slightly changed in appearance but with different brands, and sell the two or three articles as of different quality and at widely different prices.

"The jobbers that guard the quality of their special brands most jealously do not hesitate to change from one factory to another. Can they expect to change from time to time on account of price and retain quality?"

"Jobbers change so often, it is quite common to send parts from one factory to another to get them duplicated, not being able to locate the factory from which they originated. The reason jobbers sidetrack factory brands is because competition among salesmen forces prices down until unprofitable, and under private brands they can be sold at a profit.

"Manufacturers are waking up to the fact that to keep the jobber interested, fixed selling prices for the jobber must be placed on their goods, and a greater profit guaranteed than formerly, and force the jobber to hold to these fixed prices, else well-known goods will be sold at cost as leaders and sales for the same avoided.

"With over 8,000 Hardware salesmen drumming trade from every nook and corner, and all instructed to push the sale of special brands first, last and all the time, we are surprised at the small amount sold, considering the concentrated efforts of the jobbing interests.

"The same quality of goods, ninety-nine times out of every hundred, costs the retailer and consumer more under Special Brands than under factory brands, and sometimes more than double. The jobbers feel that the late discussions on private brands have increased the sale of the same. The manufacturers are equally satisfied that it has increased the sale of factory brands, and both are happy. But the discussions have shown the retailer that private brands, as a rule, stand for profits and not quality."

"Go on; that's interesting," said the magazine man.

"Jobbers plead that they protect the retailer by giving exclusive sale," the speaker continued, "and many manufacturers are to-day considering the same plan. The jobbers are playing football with some lines that could be sold direct to the retailer to the mutual benefit and satisfaction of the manufacturer and retailer, and we will see in the next few years many more manufacturers selling the retailers and even consumers, than at the present time.

"There are many reasons why the catalogue houses do not sell jobbers' special brands, and the principal one is because catalogue houses do not want and will not buy special brands, but prefer factory brands, which, if the manufacturers refuse to supply, have little difficulty in obtaining from the jobbers, even to-day, at very low prices. Not, however, from the leading Hardware jobbers or many of the association members, but of late, largely from specialty houses, but it has been a very short time since the jobbers 'repented' and were 'falling over themselves' to sell catalogue houses even at cost to increase their purchasing power.

"Most manufacturers are now selling the retail catalogue houses with an agreed selling price, insuring the retailer a reasonable profit transportation charges added.

"One jobber asks, 'Why are some manufacturers now advertising so extensively who advertised but little before?' and answers his own query, 'It is to overcome the effect of special brands,' and a manufacturer might, with equal logic, ask and answer the following: 'Why do jobbers now advertise so extensively who never advertised before?' 'Because of the falling off in sales of private brands and the loss of confidence of the retailers in the quality of the same.'

"Like the poor, special brands will always be with us; the retailer has learned that quality is an unknown quantity, as is the jobber's profit. The jobber cannot be blamed for pushing private brands, as it means to him greater profits—profits that any association as a body would not dream of mentioning even behind the door in low breath."

Mowing Machines Free of Duty

Word is sent from Bergen, Norway, that a recent order has been issued from the Finance Department by which mowing machines are admitted free of duty into Norway until further notice. It is from the United States that all the mowing machines used in that country are imported, so this order will be of interest to manufacturers. It is a modification of the new tariff law of the Kingdom of Norway that went into effect on April 1, 1906.

A Hardware Man on Railroads

John Donnan, of the W. S. Donnan Hardware Co., Richmond, Va., in speaking of steps that must be taken to make the railroads better serve the shippers of goods, said:

"This movement for transportation rate legislation is not connected with or related most remotely to the present craze for inquiry, investigation, persecution or prosecution of corporations.

"It is entirely immaterial to us who gets the freight money or what he does with it, so we get relief. We are interested solely and entirely in seeing that we have quicker deliveries at the earliest possible date.

"The whole commercial class of the United States is suffering uncalled-for losses on account of lack of reasonably quick movement of freight from point to point throughout the whole of this country.

"All efforts by shipper or consignee as individuals have failed to alleviate these conditions. Unless powerful, thoroughly organized, persistent and continuous pressure of some effectual character is put on the railroads, no man can give a reason for thinking there will be an improvement at a sufficiently early date to be of practical use to the present generation.

"Above are all facts, but to resume: we were getting in 1903 a delivery at the rate of 63.80 miles per day. In 1906 we have deliveries at the rate of 61.61 miles per day. You will note that the peculiar kind of an improvement we are getting shows a minus of 2.19 miles per day at end of past three years' work. If this characteristic railroad style of improvement is continuous, you can make your own calculation as to when we will get a reasonable delivery, say at rate of 150 miles per day.

"We pride ourselves on being the most progressive and up-to-date people on earth. Can we continue even to hold our own with other progressive countries if we are content to allow our transportation to be done at one-seventh of its capacity as to speed, while other nationalities are daily becoming more and more enterprising and aggressive in the business world?"

A number of Hardware dealers in England are complaining through the press of that country because orders for coffin plates, handles, screws, etc., sent to the houses dealing in these goods on Sunday receive no attention, and one or two ask why coffin furniture should not be in as much evidence on the Sabbath day as undertakers. The Hardware dealers respond that very seldom are calls of this kind made in such a hurry, and that it must be a very important funeral that cannot be postponed at least twenty-four hours.

SAN FRANCISCO HARDWARE TRADE

FOUR MONTHS AFTER THE GREAT FIRE—ACTIVITY IN EVERY
DEPARTMENT OF BUSINESS—REBUILDING A GREAT CITY—
HARDWARE ENCOURAGED BY TREMENDOUS DEMAND FOR GOODS

Never before in the history of the country has as much Hardware changed hands—put in stock, sold and used—in any one city in three months' time as there has here in San Francisco since the middle of May. Stocks aggregating millions of dollars were totally destroyed in the big fire. Every retail Hardware store and all but one of the wholesale concerns were completely wiped out. Many of the carpenters and masons and machinists lost all their tools. Thousands of families lost all their household goods, including silverware and kitchen supplies. The Hardware dealers' stocks have been replaced, and gradually the artisan and the householder is replacing his lost articles—especially those most needed—to his trade or in his home.

And now new building is beginning with such vigor and with such energy that is known only in the west. The great shock of the earthquake has passed. With determination and with confidence in the great future of the great natural metropolis of the Pacific the people of San Francisco are now settling down to the tremendous task of rebuilding a city, and the San Francisco of 1912 bids fair to be even a greater, more beautiful and still more attractive city than that of six months ago—the Great City of the Great West.

The pluck and the push of the people here is most remarkable. Talk with any business man of San Francisco, and little would you think that his city had sustained this tremendous loss. Situated here in the center of the great Pacific Coast, here at the Golden Gate, is now a city with golden opportunities, because of its wonderful resources, the greatest of which is that contained in the hearts of its energetic citizens.

A great fire as this brings about many changes, and here in San Francisco there are many new concerns starting in the Hardware trade. Most of the old houses have resumed business, and from the present outlook it would seem that there is room enough for all.

Situated at 519-521 Golden Gate avenue is the fine new, big store of the Gregory Hardware Co. The enterprise of this concern in opening with such a remarkably complete stock is being well repaid in the business that is coming into the store. Although one of the new concerns, the Gregory Hardware Co. have at once come into a big business. First, by having the goods; second, by advertising this

fact; third, by courteous and intelligent treatment of the customers who come to the store. In addition to a complete stock of builders' and shelf Hardware, glass and paints, household utensils, the Gregory Hardware Co. are adding sporting goods, and have to-day one of the most up-to-date retail Hardware stores on the Pacific Coast. Mr. L. A. Spangler, one of the best posted, all around hardware men in the State, is the general buyer, and has that pleasing personality that wins low prices and square treatment from all comers.

Another new concern is the E. D. Vaut Hardware Co., now located at 115 Grove street. Mr. Vaut said that business was starting in good shape and that he was making a specialty of mechanics' tools, "pick up" hardware and household goods. Sporting goods and all kindred lines will be added. Mr. Vaut is an experienced Hardware man, having conducted a Hardware and supply store in the Klondike for seven years.

One of the older houses already re-established at their old location is Seller Bros. & Co. at 101-103 Market street. The big four-story brick building occupied by this concern was completely gutted by the fire, and all their stock destroyed. The building already is restored, and the stock is rapidly being put into place. A big line of stoves and ranges, tools and tinware is carried by Seller Bros. & Co., who are now taking good care of their old customers.

The Osborn Hardware Co., who were one of the first to get a location after the fire, are doing a thriving business at 517 Golden Gate avenue. P. J. Eisenmann, the general manager and treasurer of the concern, spoke interestingly of present conditions: "The business now in builders' Hardware is more than we can handle. All these temporary wooden buildings that are being erected require Hardware; all these carpenters and masons require tools, and it's keeping us all on the jump to supply the demand. My old friends and customers are coming here to our present location, and if the insurance was all paid in full we would have little to worry about."

Over at 135 Fifth street is located C. H. Phillpott & Co., whose old Market street store was one of the most beautiful Hardware stores on the Pacific Coast. The present building is a one-story "shack," and certainly presents a most marked contrast to the former store of

this company. But the business is being done, and the store is a hive of activity.

A new retail Hardware store opened a short time ago on Van Ness avenue is that of Brittan & Co. at the corner of Turk street. This is the retail branch of the Pacific Hardware and Steel Co.

One of the best furnished stores is that of the Palace Hardware Co., formerly on Market street, and now located at 456 Golden Gate avenue. The fixtures and the shelving is all up to date and presents an exceedingly pleasing appearance.

At 1462 Market street is the big store of the Sage Hardware Co. In speaking of local conditions, Mr. Chas. M. Sage said: "We are having calls for everything you can think of. We are obliged to carry just about such an assorted stock as you would find in a country and city hardware store combined. Everything from a buck-saw to a fine carving set. Just now the big demand is for tools. All this brick dust in the air and about on everything, and the green lumber used is wearing out tools about as rapidly as we can supply them." Mr. Sage is an old Hardwareman, coming down here from Baker City, Ore.

Within a block of his old location on Market street, S. J. Dean has established his new store. The interior arrangement, although the building is only one story and a temporary structure, is the same as in the old store, making his old customers feel at home. Mr. Dean spoke of the big trade being done in tools, and said the future is bright for the Hardwaremen in San Francisco.

A well arranged and daylight store is that of the Ed. Jones Hardware Co., out at 1466 Market street. Up-to-date shelving has been put in, which gives a substantial and fixed appearance.

Waterhouse & Lester have now a very complete stock at 534 Howard street, and are making a big bid for business in builders' Hardware and tools.

The old firm of W. W. Montague & Co. are located at 2251 Folsom St., and have opened with a well-sorted stock, prepared to take care of their old friends, and are making new customers daily.

The Harry Unna Co. is now located at 9 and 11 Harrison street, a large double store, where their stock is well displayed.

One of the old concerns to quickly get a location and a complete stock is the Alexander Yost Co. Before the fire this firm were carrying on a large trade in builders' high-grade goods. The same class of Hardware will be carried in the new location.

Bennett Bros. have secured a store at 541

Haight street, and are again back in the trade with a good complete stock of Hardware.

The big stock carried by Baker & Hamilton here in San Francisco was completely destroyed. This concern was perhaps the best known of all the coast jobbers, and the oldest. Baker & Hamilton are located at 115 Berry street, and are gradually taking up the trade again from here. The jobbing business has been interfered with but little, as Baker & Hamilton carried a large stock in Sacramento, and orders have been filled from there.

The large warehouses now located at 131-139 Kansas street of Dunham, Carrigan & Hayden Co. are the scene of great activity. With wonderful energy this concern has been able to get a big stock, and is now doing more business than before the fire. The Dunham, Carrigan & Hayden Co. are one of the most popular Hardware jobbers on the Pacific Coast, and the way in which their old trade has stood by them proves that their methods of square dealing and honest values are appreciated by their customers.

For the most part the retail Hardware stores of San Francisco to-day present an appearance unique in the history of the Hardware trade. Long, temporary, sheet iron covered, wooden one story buildings. Shelving in many cases of green wood. Kegs of nails, piles of Hardware, picks and shovels and all classes of goods strung along the store. More of the general Hardware store of a frontier or mining town than that in a city of 350,000 population. Some there are that are being put in good order and stocks properly arranged; but all are having, and will have, business that will keep all hands busy for months and years to come. As one Hardware man here expressed it: "There is an unsupplied demand for labor. The city is being and will be rebuilt. There is employment now for 30,000 more men than are here. The scale of wages shows this. Masons are making from \$5 to \$8 a day. Carpenters from \$4.50 to \$7.50. Painters from \$4 to \$6. Common laborers are striking for \$2.50, and they will get it. All eight hours. Now these men are getting better pay than ever before in their lives, and steady work. And this is the money spending class here, just as everywhere else in America. And these big wages are going to make big spenders. They will buy goods. These men will take holidays; they will go hunting, go fishing. The strain that all citizens have been and are under will find relaxation in shooting, in fishing, in seeing a baseball game. So, therefore, the trade the next few years, not only in Hardware, in house furnishing goods, in tools, but also in sporting goods, will be far ahead of any in former years."

The sporting goods trade is now recognized as part of the Hardware dealers' business. Still, here in San Francisco, there are some large concerns handling sporting goods exclusively. A. G. Spalding & Bros. are erecting a large new three-story building, to be used exclusively for their fast growing business. By the enterprise of their Pacific Coast manager, L. A. Wolff, the business was but little interfered with by the fire, although the old store was in the center of the burned district. On April 19 Mr. Wolff had the business opened in Oakland, and from there the trade has since been supplied.

The first sporting goods store opened in San Francisco after the fire was that of E. H. Ladd, at 1808 Geary street, and the business now being done is the best proof that Mr. Ladd's confidence in the future was not misplaced.

E. D. I.

The Harper & McIntire Co., Otumwa, Ia., Hardware jobbers, have issued a handsome new loose leaf general catalogue. It contains over 1,400 pages and is being sent out to the trade.

A California Window Display

The San Bernardino Hardware Co., San Bernardino, Cal., in one of their window displays, as shown in the reproduction herewith, made up the background of carpet sweepers

every passerby to pause and look over the entire display. On the right of the display appear chafing dishes and andirons. The floor was covered with silver-plated ware, carving sets, nickel-plated tea and coffee pots, tea kettles, razors and pocket knives.

Who Should Stand the Expense?

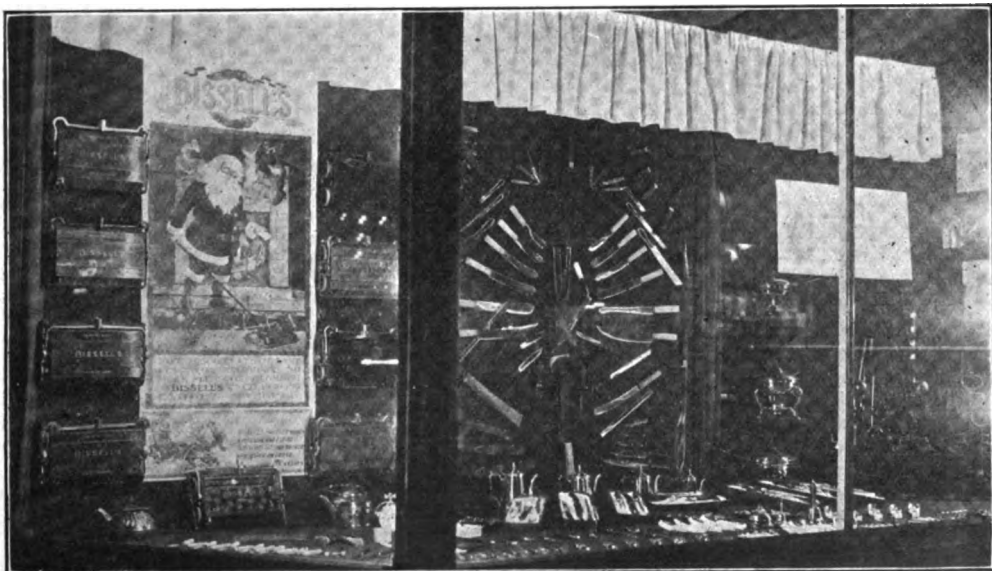
To the Editor:

Why should a retailer be compelled to stand the expense of shipping and reshipping on imperfect goods sent to him by jobbers and manufacturers? Time and time again I have had disputes with different concerns in reference to this matter, but have had to be content with having the transportation expense allowed only one way. Do your readers think this is fair to make an innocent party pay for the negligence of poor manufacture or packing?

"AN AGGRIEVED PARTY."

Loss or Gain in Purchasing Nails

We would like to ask a question, viz.: How much money is made or lost if a dealer purchases a carload of nails in November at a cost of \$1,200 and does not sell them all until a year later when, if he had bought off the market in small quantities to satisfy his trade, they would have cost but 10 per cent. more, and his money would not be tied up? The same illustration would apply to a stock of



WINDOW DISPLAY BY SAN BERNARDINO HARDWARE CO., SAN BERNARDINO, CAL.

and butcher knives of all kinds and sizes. The latter were held in position by brass head tacks. The effect was to cause practically

paint. We hope to receive a reply to this question through MAGAZINE discussion.

GEE HARDWARE CO.

BUSINESS ARITHMETIC IN THE HARDWARE STORE

DIVERSIFIED VIEWS UPON THIS IMPORTANT TOPIC—
INVENTORY HABIT SHOULD BE CULTIVATED—DAILY CASH
DRAWER DRAINAGE—WATCH FREIGHT OVER-CHARGES.

"Best Article Read In Years"

The "Business Arithmetic" article is certainly interesting, good food for thought all through, and not a word but what meets with our approval. The author has put us wise, if we may use this term, and we can assure you we will profit by his good views on this subject. In all our business life we never allowed an extra 5 or 10 per cent. to tempt us to over-stock. The author's arguments as to turning stock or capital shows good business principles, and we hope to hear more along these lines, as this kind of schooling is good for us all. Nothing we have read for years has appealed to us as being of so much value to the average Hardware man as your article on "Business Arithmetic." We can make no improvement on the author's system.

BROWN & BAHR.

Get the "Inventory Habit"

Your article "Business Arithmetic" is of much interest to the writer for two reasons: First, on account of being secretary of the Hardware & Implement Dealers' Association of Oklahoma; second, on account of having studied business methods from the practical side for a number of years, and being now in the business of expert accounting and inaugurating business systems. Such articles, if carefully read and applied to the individual conditions of every Hardware store and other mercantile business, will do more good, not only in a financial way, to the man's business, but also by adding to his general satisfaction, than anything else that has come under my observation for some time. As to division of expenses, your outline will cover almost every case, and is well worth following out in detail.

The one on the "Inventory Habit" cannot be over-estimated, and your outline for inventories is simple and concise. As an instance of what an inventory is worth in connection with the insurance proposition, many companies insert a clause in their policies to the effect that the insured agrees to make at least once a year a complete inventory of his stock. Knowing just what per cent. of profit is derived from each department of a business and what per cent. of the general expenses each

department should bear is of untold importance.

Your reference to a conservative estimate of the value of outstanding accounts is an important point to be considered. In regard to credits and collections, will say that there is on foot a very aggressive and successful movement in this section in the way of maintaining credit and collection bureaus, so that every dealer has an opportunity to secure definite information with reference to the standing of customers whether they have been in a certain locality for some time, or have just moved in, as information is forwarded from one association to another as the customers change their locality.

My experience in connection with the tying up and turning over of capital is not sufficient to warrant me to say more than that your discussion along this line seems to be well worth considering. I agree with you as to the importance of a discount account and a systematic method of keeping in sight the dates on which bills can be discounted to advantage.

Another item that if properly watched will save the dealers many dollars in a year's time is the question of freight over-charges. Our association is handling this proposition for the members, and is having very satisfactory results. All Mr. Dealer has to do is to send his expense bill with the particulars to the secretary's office, and the matter is taken up through the proper channel and adjusted without further cost or worry to the dealer.

D. C. PATTERSON.

Does Not Charge Interest on Investment

We think the article on "Business Arithmetic" excellent, and in general we concur with the writer. As to charging interest on investment, it seems to me like taking money out of one pocket and putting it into the other, except that you wish to determine whether you make more or less out of your business than you would on a salary.

We do not keep double entry books, consequently do not keep any expense account, but we keep a cash book, and everything paid out or paid in must appear there and balance every day, so we know just how we stand all of the time, and I keep an account of the money withdrawn for personal use.

I consider deterioration on fixtures and tools very small, as we are improving the shelving and buying new tools as fast as needed, so in our case they are worth more instead of less.

As to discounts and over-buying, we discount our bills and try to buy only such articles as will move readily and in quantities that we can turn soon, but sometimes we make mistakes and get more than we can dispose of in a season.

An inventory should be taken once a year, if for nothing more than to find mislaid stock and clean and straighten up.

H. M. JOHNSON & Co.

No Rule Can Fit All Cases

There are some good ideas in the article "Business Arithmetic." I know there are lots of men in the Hardware business that figure expenses too low. I think he brings out some very good ideas on the expense question. His inventory outline is good, but I don't see what good his retail price would do on that sheet, as some goods move a good deal slower than others, and, furthermore, it is not what you ought to make on some goods, but it is what you can get. I find you have to use judgment on what class to get a good price on, and you will find what I make a good profit on may be an entire failure in some other community. So I say it is hard to lay down any rule on this. I find it pays to buy in small lots and pay cash on most of my goods. I buy nails and fence in car lots, but usually have some other dealer double up with me on a car.

I turn my stock about two and one-half times a year. I would rather be out of some goods once in a while than over-stock. I get about \$15 a month cash discount on my goods, which is quite an item.

GEO. B. BIETER.

Daily Drainage from Cash Drawer

We heartily agree with the views stated in the MAGAZINE along the lines of expense. There is another item which, perhaps, the author did not consider sufficiently important to mention, but which I know is a large item with some dealers. It is the daily drainage from the cash draw by an extravagant proprietor for things which cannot be classed as necessary incidentals. You will agree with me that this item will soon approach a neat sum.

We try to run our business very systematically and keep an accurate account of every transaction, always taking cash discounts at the proper time. Heavy or over-buying is exceptional with us, and we seek to invest capital in those channels where it will circulate the fastest, even though the profits are smaller.

No business is run right unless an inventory is taken, for in it lies a history of the business.

GEE HARDWARE CO.

Do Not Agree Concerning Inventory Methods

The author of "Business Arithmetic" is mighty right. He certainly knows what he is talking about concerning business and its various details. We do not, however, quite agree with him in regard to his method of taking inventory. In our opinion, unless the stock was in perfect order, it would take longer to make actual inventory fit onto memorandum inventory than it would to make one operation of taking down the goods, sorting, counting and entering. The article on "Business Arithmetic," as a whole, is well worth reading twice.

THE TRACY, ROBINSON & WILLIAMS CO.

The Luttrell Hardware Co., Brewton, Ala., have issued a pocket catalogue of their sash and doors, etc. The covers and title page are printed to order, and they also have fifty pages in the back of the book devoted to advertising some of their specialties. Every dealer on the concern's books will get a copy, and quite a number of books will be furnished house owners, contractors, and others who are likely to be interested.

H. W. Mills & Co., 59 Washington street, Paterson, N. J., who handle general Hardware, are circulating an illustrated pamphlet, descriptive of their main and branch stores. After presenting portraits of the members of the firm, there are views showing the remains of the store after the great fire which visited their city. Then follow exterior and interior views of their main and branch stores, comprising, cellar, main, second, third and fourth floors. An unusual thing in a book of this character, is a view showing their various delivery wagons, in which the concern take much pride.

Subscribes for His Clerks

To the Editor:

Enclosed please find \$3. Kindly enter subscriptions to the magazine for my clerks as per addresses herewith.

I have received so much benefit from your publication and have educated my clerks to look your paper through, that I find they want to put it under their pillows at night. Keep the good work up. My windows are commencing to attract more attention than ever before, and my customers used to tell me I had the best looking windows in town. What do they think now? O. D. SPAHR.

An "Automobile" Hardware Float

The Zellner Mercantile Co., Tonganozie, Kan., in the Fourth of July parade held in their town furnished the unique float shown herewith. It was constructed to represent an automobile. Mr. J. D. Bender's description follows:

We took the gears of a truck wagon and bolted 4-inch strips to the standards, nailing two 4-inch pieces for bands around the top. For the bottom 2x12 planks were used, the middle one being two feet longer than the other two. For a steering apparatus we used a $\frac{7}{8}$ -inch rod with holes drilled in the lower end, and a rope was attached to either end of the axle and wound around the rod. On the upper end a fly wheel from a sheller was used,

two high-backed dining-room chairs, also covered with a hammock. For fenders an eave trough was inverted and given the proper angles to fit the truck by the tinner. The sides of the auto were covered with dark red cambric, and a neat sign on each side was fastened on with white ribbon. The top was decorated with flags, bunting, rug fringe and white ribbon. A 40-foot rope was attached to a float in front, giving the operator full control of the vehicle in turning corners, which was done perfectly. The president of the Mercantile Company and several clerks rode in the auto in the parade, which, when lined up, was over a half-mile long. No attempt was made to advertise anything from the store, but everything that was used in its construction was



AN "AUTOMOBILE" HARDWARE FLOAT BY THE ZELLNER MERCANTILE CO., TONGANOZIE, KANS.

this making a substantial steering gear. A brake from a farm wagon was attached to the reach pole, and by means of a box brake lever the vehicle was kept in check when going down hill. A milk can strainer was used for a headlight, and two sizes of buggy rims covered with bunting formed the front of the automobile. Buggy rims were used on either side of the front seat, which was made of low-backed chairs, covered with a bright colored hammock. The rear seat was composed of

taken from stock with the exception of the plank.

The Novelty Exporting Co., 166 Wyckoff street, Brooklyn, N. Y., desire catalogues pertaining to the following lines: Cutlery and plated ware, tinware, wooden ware, agricultural goods, house furnishings, general Hardware, electrical supplies, paints and oils and lamps, together with export discounts.

MICHIGAN RETAIL HARDWARE CONVENTION

LARGE AND ENTHUSIASTIC ATTENDANCE—GOOD INCREASE IN MEMBERSHIP—PAPERS READ—NATIONAL OFFICERS PRESENT—LIST OF NEW OFFICERS.

THE annual convention of the Michigan Retail Hardware Association was held the 8th, 9th and 10th ult., at Detroit. There was an unusually large attendance, which gave to the meeting a vim and enthusiasm that will add materially to the membership and work of the organization in the coming year. In the annual address of President J. H. Whitney, Merrill, he mentioned the vigorous efforts put forth by the various associations toward the defeat of any Parcels Post Bill and other legislation which would prove anything but beneficial to the interests of the retail Hardware trade. The concerns behind these movements are strongly allied and the defeats thus far have not daunted them in their efforts to procure the legislation desired. It is very important that every Hardware dealer should exert his utmost personal influence, and get the influence of as many others as possible, upon his Congressional representatives to guard against these movements. The speaker mentioned the necessity of the merchant's keeping up-to-date in his merchandising methods. Successful co-operation and organization will do much. As the Mutual Fire Insurance Companies are all conducted on sound and conservative lines, members were urged to take out policies with them.

Treasurer Henry C. Weber, Detroit, in his report showed a balance on hand of some \$2,000. In his annual report, Secretary Arthur J. Scott, Marine City, stated that the membership was now 675, representing a growth of over 20 per cent. during the past year.

Fixed Retail Prices on Standard Goods

O. T. Darling, Secretary of the Detroit Retail Hardware Association, read a paper on "Fixed Retail Prices on Standard Goods and Their Effects." It follows in part:

Has our price to the consumer advanced in proportion to the advance that we have to pay for our goods at the present time? I think you will agree with me that it has not. After taking into consideration the many phases of the retail Hardware business, and the conditions that surround it, have we and can we maintain a price on our goods that will be in proportion to the cost of handling those goods? I believe that we can, but only with the support of the manufacturer, through the medium of fixed prices.

In taking up fixed prices, you will find that it has been settled beyond a reasonable doubt, that any manufacturer of a patented article, or any manufacturer who markets his product under a registered trade-mark, has the right to fix the price at which that article shall be sold. What per cent. of profit should the fixed price net the retailer?

In arriving at a satisfactory answer to this part of the question, the manufacturer must take in consideration a great many things that to most of us do not seem to enter into the question. He must take into consideration the market in which his goods are to be sold, and the cost of getting them to this market. The nature of the goods that he is to manufacture, whether they are staple or seasonable goods, which are sold only during short seasons.

The quality of the goods must be very carefully considered, and compared with those that will come in competition with them.

The demand for the article, and the cost of advertising, and several other matters must be considered, before the manufacturer can intelligently set a price that he can maintain, and that will be fair to the jobber, retailer and to himself.

WHAT ARE STANDARD GOODS?

Standard goods—what do we class as standard goods? I think that if we take all goods that are manufactured under a patent, or sold under a registered trade-mark, that we will cover the larger part of this class of goods.

I do not think that it would be possible, or policy to attempt to set a fixed price on all the goods that we handle, but I do think that there are a great many more articles that the price could be fixed on, that would be beneficial both to the manufacturer and to the retailer, and I am pleased to know that the number of articles that the prices are being maintained upon is increasing each year. I would like to recommend just here, that we look over our stocks as soon as we have an opportunity and see if we are carrying as many goods as we should, that have a fixed price and which insure us a good profit on their sale.

I have written to twenty-five manufacturers, asking them the following questions:

1. Are you convinced that it pays you better to have your goods sold under restricted

price, than to have them sold at any price that the retailer may see fit?

2. Have you any serious trouble in getting your trade to maintain the price that you set on your goods?

3. What per cent. of profit does the price set on your goods allow the retailer for handling?

4. And in your judgment is it possible for all manufacturers of standard goods to maintain a fixed retail price on their products?

A reply was received from everyone of the twenty-five manufacturers in which they said that they were all maintaining a fixed price on their goods, and had been doing so for periods ranging from two to eight years. They have found no serious trouble in getting the dealers to maintain the fixed price, when the dealers had found that they must do so if they wished to handle their goods. The majority of the manufacturers believed that it was possible for every manufacturer to set and maintain a fixed price on any article that he might make if he really desired to do so. In reference to the per cent. of profit to the dealers, the per cent. of profit varied as we must expect, from the varied lines of goods represented by these manufacturers.

PERCENTAGE OF PROFIT.

I find that there are several lines, such as carpet sweepers, safety razors, and different makes of varnish stain, and several other lines of goods that net the dealers a profit of from 45 to 60 per cent. While the great majority of articles net from 33 to 40 per cent., and the smallest profit on any article that had a fixed price that I could find netted 20 per cent.

The average per cent. of profit on the goods of the manufacturers that I have corresponded with is 48 per cent. to the dealer, while the average per cent. of profit on goods of like nature, but on which there is no fixed price is 36 per cent., showing an increase of 12 per cent. in favor of price maintained goods.

The number of articles that are on the market with a fixed price at the present time is very large, so much so, that we can hardly believe, unless we have investigated the matter, and the great variety of use that these articles are made for, makes them all the more profitable to the dealer.

There are a great many ways, that we as retailers, are benefitted by fixed prices. There is a very great satisfaction to me in selling an article of this kind, for when a customer asks for an article on which there is an established price, I know that it is one of good quality, which means a satisfied customer and more business from him.

One of the many good points of price maintained goods is, that as a rule they are of the very best material and are of the very latest improvements. You will find that the manufacturer of this class of goods strives to keep his goods in the front rank of its kind. When you quote your customer a price on goods that have a fixed price, you are sure that your next door neighbor can not sell him for less, and with that fact in mind you can concentrate your efforts in convincing him of the superiority of such goods over those of a cheaper make, which nets you less profit.

Do not lose sight of that little word, profit. That is what we are all after, and to get our share, we must be on the lookout to take advantage of every opportunity that comes our way.

In the fixing of retail prices, I believe that it should be done as much as possible by the manufacturer, for it is to his interest more than to anyone else to have the article that he manufactures placed in as favorable a position before the trade and buying public as possible, and if he can show a good margin of profit and protection to the dealer, in the handling of his goods, it will go a long way toward convincing that dealer that he should handle them.

The manufacturer standing back of the fixed price on his goods gives the price a much firmer appearance than it would otherwise have if maintained locally, and the retailer has much more confidence in the stability of the prices set.

It is much easier for a dealer to buy right on articles that have a maintained price, that is, to buy so that he will not have to carry an overstock than it is to buy goods that have no set price; the chances of a steady business is much better then. When we handle goods sold at open market, we must always have in mind the thought that our neighbor may cut the price and compel us to meet it or carry over a portion of our stock, and if by any chance we are obliged to carry it over, we are assured of a like price for the next season. One other reason why a dealer should handle price maintained goods is because they are, as a rule, good sellers; it generally takes less time to sell a price maintained article, than it does one on which the price is left to the option of the dealer. The manufacturers of this class of goods are heavy advertisers and with their advertising they also instill in the minds of the public the price at which the article can be bought and the result is, that when a person calls to look at an article advertised in this way, they know just what

they can buy it for, and they do not, as a rule, object to paying the price, and this saves the dealer a great amount of time, as he has only to work on the merit of the article in order to make the sale.

COMBATTING CATALOGUE HOUSES.

I do not believe that there is any weapon on which the dealer can rely with as much certainty in his fight against the catalogue and department stores as he can on the fixed price on goods. They cannot sell this class of goods at cut rates, and as they are to a great extent standard goods, that are widely known, it deprives them of no small portion of a good profitable business. The time is not far distant, when the fixed price will be a mighty thorn in the side of the catalogue house.

We have nothing to fear from the competition of the catalogue houses on goods that have a fixed retail price, and every article that comes out with a fixed price, just makes it so much harder for them. Those who have followed the effect of the movement against this class of trade are aware that they have had a very hard time to obtain goods of standard reputation to fill their orders. A great many manufacturers are to-day refusing to sell this class of trade, and are doing everything within their power to prevent them getting their goods. Such manufacturers should have the support of every dealer in the country.

With fixed retail prices, we are not tempted to cut the price from fear of losing the sale, for we know that all are quoting a uniform price on that article.

Let us endeavor to maintain the fixed price and see to it that others do likewise, feeling that it is to our very best interest to do so and at the same time feel that we have taken an advance step in an effort to keep the business that we have chosen in the front rank, among those of the most honored and respected in the retail trade.

There was an animated discussion upon the various points brought out. National President E. M. Bush, Evansville, Ind., stated he had derived satisfactory profits and a great deal of satisfaction from selling lines of standard goods on which a minimum price had been established and maintained. The selling arguments then develop into a talk on quality instead of on price, so often necessary to sell at a good profit, lines upon which a variety of prices are made by different dealers in a city.

"Our Friends the Jobbers and Their Salesman" was the title of a paper read by G. J. Kastenbergh, Greenville. He put in a plea for better treatment of the traveling man and thought that the retailers should patronize the

jobbers more, in view of the accommodations asked upon occasion. There is no reputable jobber but what is looking out for the interests of his friends, the retailers.

Secretary C. A. Peck, Berlin, Wis., of the Retail Hardware Dealers' Mutual Fire Insurance Co., of Wisconsin, was present and brought forth some telling arguments why Hardware retailers should take out policies in some of the Hardware Mutuals. Comparisons were made between these companies and the old line companies. Mr. Peck also mentioned the great good derived from membership in the Hardware associations, provided the member was alive to such opportunities.

W. T. Leckie, Dowagiac, Mich., spoke on "How to Sell Stoves." President E. M. Bush, of the National Retail Hardware Association, gave an outline of the work being done by his organization. W. P. Bogardus, Mt. Vernon, Ohio, a past president of the National Association, was present and made an interesting address. G. R. Lott, Chicago, was present and cordially invited the Michigan dealers to attend the Illinois convention next February. T. James Fernley, Philadelphia, secretary of the National Hardware Association, spoke on that organization and how it could best co-operate with the retail merchants of the country. He said that it would seem the jobber and retailers must co-operate by using their influence with the manufacturers, as they hold the key to the situation. If they give extreme prices to catalogue houses, then it is not possible for the retailer to sell at as low a price and at the same time retain a living margin of profit. In many instances manufacturers state that the catalogue houses sell some of their most profitable goods—goods which the retailer does not carry in stock. If so, is it not wise for the retailers of the country to take the position that no goods can be made too fine for them to carry in stock. The speaker stated that it was generally conceded that the co-operation of the jobbers of the country is essential, and this being the case, is it not fair to suggest that the retail merchant ought to support, to a greater extent, the jobbers from whom he purchases. The policy of the association is and has been to advocate that their members, who have retail stores, should have their retail prices as high as those of any of the retail merchants.

W. H. Bennett, Chicago, representing the American Hardware Manufacturers' Association, extended the greetings of his organization. M. M. Callaghan, Reed City, spoke on the topic "What It All Means."

The manufacturers and jobbers of Detroit gave the members splendid entertainments during the several days.

The officers for the ensuing year were elected as follows:

President—E. B. Standart, Holland.

Vice-President—Chas. M. Alden, Grand Rapids.

Secretary—A. J. Scott, Marine City.

Treasurer—Henry C. Weber, Detroit.

Executive Committee for Two Years—J. H. Whitney, Merrill; J. G. Patterson, Detroit; F. M. Brackett, Battle Creek; E. S. Roe, Buchanan; P. A. Wright, Holly.

West Virginia Retail Hardware Association.

The first annual convention of the West Virginia Retail Hardware Association will be held the 5th, 6th and 7th inst., at Wheeling. T. K. Clellan, Fairmont, will preside until permanent officers are elected.

will be mailed out with the announcement. This announcement will reproduce the company's current advertisements in magazines which women read, will show the printed matter that is furnished and will also give a list of the winners in the 1905 contest; \$1,000 will be distributed in 62 prizes. The cost of each photograph submitted, not to exceed one dollar, will be paid by the company, so that dealers will have no expense in getting up the window display except the time which is taken in arranging windows. The advertising matter will include a set of eight pieces printed on parchment in the nature of transparencies to be pasted on the show window, all printed in colors, and being very showy. There will also be banners of the "Asbestos" trade-mark, two-color vertical pennants, which can be pasted on the window. There will be included in the



STORE OF WRIGHT-DANA HARDWARE CO., UTICA, N. Y.

"Asbestos" Iron Window Display Contest

The Dover Mfg. Co., Canal Dover, Ohio, will send the trade about the middle of this month announcement of their Window Display Contest. The contest will be open to such dealers who will make displays of Asbestos Sad Irons in show windows. The company will furnish a lot of advertising matter to dealers who send in the regular application blank which

assortment four 21 x 11 trolley-size advertising cards, each in two colors. The hanging size will be 12½ x 18 inches, in two colors, and these can be suspended in the window or stood up. The hanging sign is 13 x 7 inches in three colors and gold. There will be included other cards, booklets and folders for general distribution. A prompt letter of inquiry to the company will bring full particulars.



"Vacuo" Carpet Cleaner

The "Vacuo" Sanitary Carpet Cleaner Co., Lewis Block, Buffalo, N. Y., are placing on the market the "Vacuo" Carpet Cleaner, illustrated. This device is not much larger than the ordinary carpet sweeper. It operates on the suction principle. To each of the two wheels is attached a rod which operates the bellows near the back of the device. On the bottom of the machine, near the front, is a narrow opening, and through this opening dust and dirt are sucked up into the Cleaner as it is pushed back and forth over carpets or

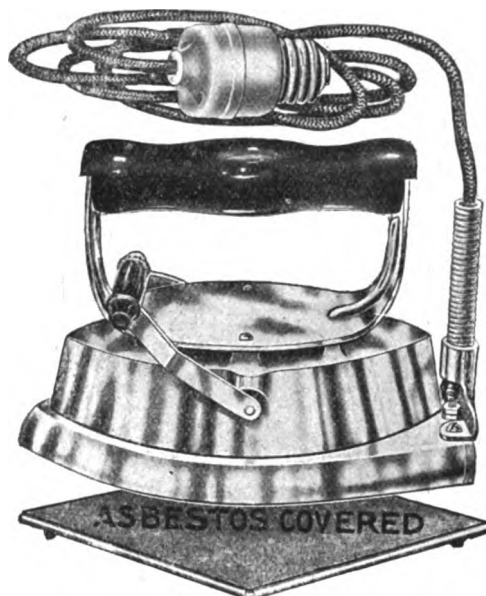


"VACUO" CARPET CLEANER.

rugs. The fine dirt and dust is carried up and deposited in the loose bag shown at the top near the back of Cleaner. The larger particles settle into a pan lying near the bottom of Cleaner. It is easily operated, and takes up flour, starch, confetti, talcum powder, etc., even when ground into carpets with the feet. The Cleaner lifts the crushed pile of carpet and leaves it fresh and clean, without raising the slightest dust. The machine will also remove moths and insects. The upper part of the Cleaner is of good quality tin, finished in different colors.

"Asbestos" Electric Sad Iron

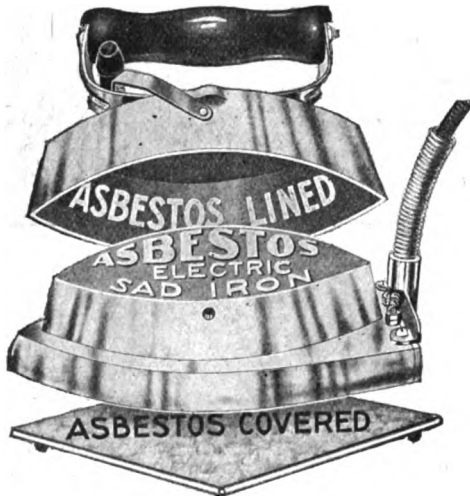
The Dover Mfg. Co., Canal Dover, Ohio, with New York office at 2 Hudson street, are placing on the market the "Asbestos" Electric Sad Iron, illustrated. The striking feature of this Iron is that it maintains an even surface temperature of 450 degrees, and all parts of bottom of Iron are evenly heated. The Iron is adapted for direct or alternating current, varying from 110 to 120 volts; no adjustment whatever is necessary, just screw in plug in electric light socket and turn on



"ASBESTOS" ELECTRIC SAD IRON.

the electricity. In four minutes' time the Iron is ready for use. A flexible insulated electric cord, 5½ feet long, with plug and socket fixtures, is furnished with each Iron. The hood has an asbestos lining and there is also a strip of asbestos between the heating surface and the top core; this prevents heat from escaping

to the core above. At present this construction is supplied in the 9-pound size only. The top or hood is the same as regularly supplied, being asbestos lined, insuring a cold handle.



PARTS OF ELECTRIC SAD IRON.

The lock is of spring steel; sure, quick and automatic. The Iron is full nickel plated and will not chip or flake.

"Reliable" Safe Bank

O. B. Fish, 6 Harrison street, New York, is offering the trade the "Reliable" Safe Bank, illustrated. It is substantially made in cast iron, neatly polished with oxidized copper and lacquer finish. It is claimed to be the only three-

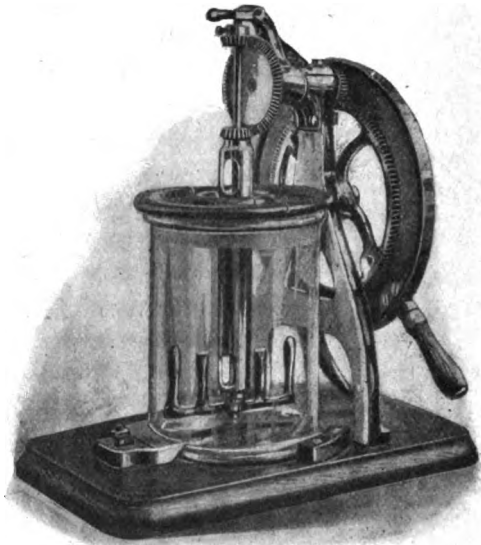


"RELIABLE" SAFE BANK.

disk and three-number combination bank on the market. There is an improved combination lock, and a device which prevents the removal of the coin through slot. In size the Bank is 6 inches high, $4\frac{1}{2}$ inches wide, $3\frac{1}{4}$ inches deep, and the weight is four pounds.

"Acme" Churn

The Acme Mfg. Co., with office at 132 Nassau street, New York, and factory at Fredericksburg, Va., are placing on the market the "Acme" Churn, or Butter Aerator, illustrated. It consists of a wood base on which rests the glass or metal jars and the standard supporting the mechanism. The top of the jar is covered with a wood cover, made in two pieces. The aeriator is a steel tubing, nickel plated, and having openings at the top just above the wood cover, in which the air enters, and also at the bottom of tubing, just above the bottom of jar, through which the air is thrown into the cream. The double concentric dashers revolve in the opposite direction to that of the aeriator, thus diminishing the time for churn-

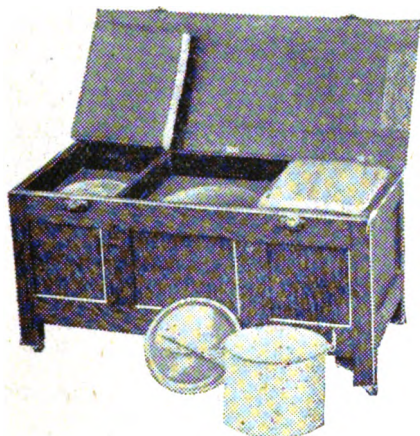


"ACME" CHURN.

ing. The light-turning hand wheel has gear on the inside which transmits the power to the dashers. The wheel does not make a complete revolution, but the handle is raised up and down, about five inches, similar to a pump handle. One movement of the handle causes the dashers to revolve seven times; it will therefore be seen that even a slight movement of the hand wheel will cause the dashers to speedily revolve within the churn jar. At present four sizes will be made, 3, 5, 7 and 10 gallons, the smallest size having a glass jar and the other sizes a wood or metal jar. The churn can be readily taken apart for cleaning. It will be found very convenient for making butter for family use, or in quantity.

Caloric Fireless Cook Stove

The Caloric Fireless Cookstove Co., Grand Rapids, Mich., are offering the trade the "Caloric" Fireless Cook Stove, illustrated. The construction of this Cooker is based on the scientific fact that save in hermetically sealed vessels it is impossible to raise the temperature of boiling foods above 212 degrees Fahrenheit, irrespective of how much gas or fuel is consumed under the vessel. The principle of this air-tight Stove is to retain the heat generated in an ordinary wood, coal, gas or oil stove in the insulated cabinet, or "cooking stove." The food desired to be cooked is first prepared in the ordinary manner, and placed in the vessels with which the cabinet is equipped. It is then brought to a boil for a few moments on the ordinary stove, the cover of the vessel having a revolving bar-



"CALORIC" FIRELESS COOK STOVE.

lock, is clamped down and the vessel is quickly placed in the cooking cabinet and closed. The vessels fit closely in holes or pockets in the cabinet and are tightly surrounded on all sides, including the top, by a non-conductor of heat. As the temperature of the food is not lowered, it continues to cook until it is thoroughly and evenly done, requiring about twice the time as on an ordinary flame stove. The food is not affected by a longer stay in the cabinet, as there is no loss through evaporation. The Cook Stove is made of quartered oak, weathered oak finish, is 36 inches long, 15 inches wide and 17 inches deep, weighs about 60 pounds, and is provided with casters. It contains one 8-quart and two 4-quart vessels of high grade enameled ware, extra heavy gauge. The covers lock easily and prevent contents from slopping over. While kettle is over flame cover is not locked, but just

before removing from the flame, it is always locked, thus keeping food at boiling point. All the strength and flavor are thus kept in the food. Kitchen odors are eliminated, time, labor and fuel are saved, and the inexperienced cook is greatly assisted.

The Keyes-Davis Co., Ltd., Battle Creek, Mich., have issued a catalogue of their Poultry Specialties, which include Poultry Leg Bands, Chick Marker, Milk Bottle Tag and Anti-Louse Roost Brackets.

"Universal" Coffee Percolator

Landers, Frary & Clark, New Britain, Conn., with New York office at 302 Broadway, are placing on the market the "Universal" Elite Enameled Ware Coffee Percolator, illustrated. It is made of a high-grade of enameled ware, in two colors, light blue and sage green. The chief feature in the construction of this Percolator is a perfect automatic pump and its controlling valve, located at the base of a tube, which connects the filter cup, containing the coffee grounds, to the base of the Percolator. When heat is applied to the base of the pot, water is forced through the automatic valve and is pumped through the tube onto the coffee grounds contained in the filter cup. The



"UNIVERSAL" ENAMELED COFFEE PERCOLATOR.

water then slowly percolates through the coffee grounds and drips back into the body of pot, through the openings in filter cup. This process is automatically repeated until sufficient strength has been extracted from the coffee grounds to give the coffee the desired flavor. After heat is applied to base of Percolator the water in tube rises against the dome-shape glass cover which enables one to see the color of the coffee. The color indicates the strength of the coffee, and when the desired strength is reached the heat should be cut off. The Enameled ware Percolator is all white inside and is made in four sizes, in both the green and blue; 4, 6, 9 and 14-cup capacities.

"Hawkeye" Pump

The Hawkeye Pump Co., Washington, Ia., are offering the trade the "Hawkeye" Pump, illustrated. It is made with seamless brass or galvanized cylinders. It is durable, being made of malleable iron castings, painted, and galvanized steel. The octagonal shape strengthens the Pump, bracing the sides. It also allows room for expansion into a circle so that it will not burst by freezing. The plunger can be repaired without taking the Pump out of the well, or if a new check valve is required it is only necessary to loosen three small bolts. This Pump will not check or

**"HAWKEYE" PUMP.**

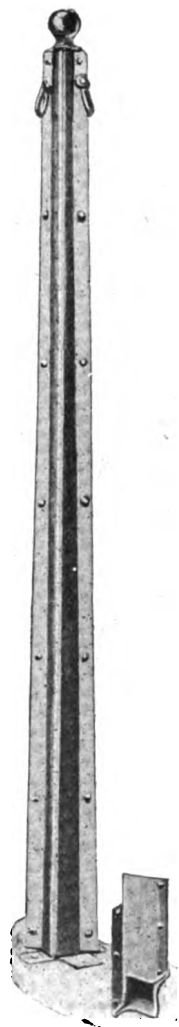
split from the effects of the sun and rain. It is made for cased, driven or open wells and fitted for standard merchant pipe or wood tubing. The Pump is furnished in three general styles, cistern, house and stock, and in lengths for each 7, 8, 10, 12, 14 and 16 feet.

The Star Expansion Bolt Co., 147 Cedar street, New York, in catalogue No. 14, show the trade the "Star" Expansion Bolts, "Star" Screw Anchor, Machine Expansion Bolts, "Star" Cable Dogs, Enamelled Bridle Rings, Toggle Bolts, Brick and Stone Drills, Pipe Drills, Drill Holder, Awning Stubs, Drive Expansion Bolts, etc.

Automobile Hitching Post

The Bond Steel Post Co., Adrian, Mich., are offering the trade the Automobile Hitching

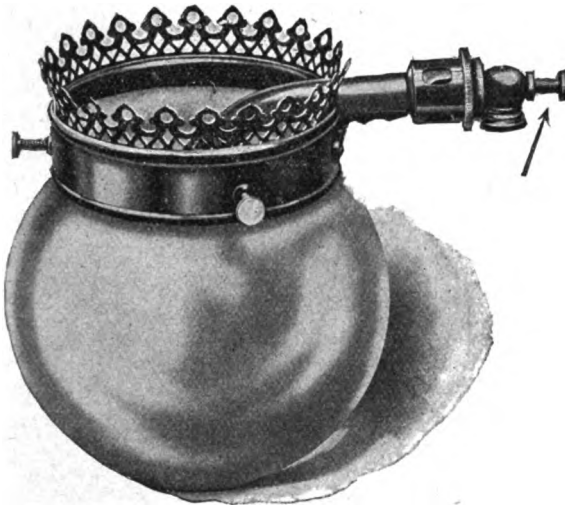
Post, illustrated. It is made of high-grade heavy plate steel. Each piece is accurately cut tapering, by machinery, out of flat steel. Deep grooves are then pressed through the center, extending the length of each piece. These

**AUTOMOBILE HITCHING POST.**

grooves are shallow at the top and deep at the bottom, thus giving a desired symmetry to the Post. Two plates are placed together and the flanges on both sides riveted firmly the whole length. The iron ball at the top is firmly fitted on. It will not work loose or rattle. The "feet" are then turned out, and after two malleable iron rings are riveted on, the Post is ready for the finishing process.

"Wizard" Inverted Gas Burner

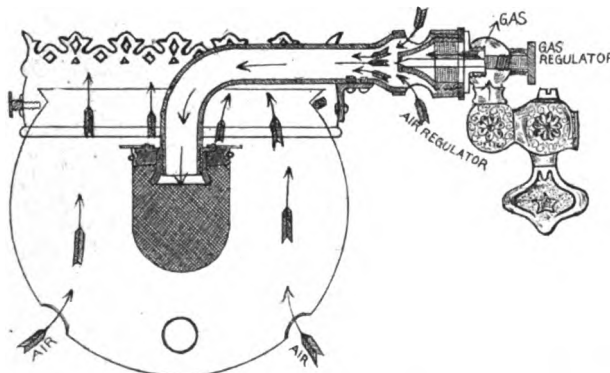
The Manhattan Screw & Stamping Works, 202-206 West Eleventh street, New York, are placing on the market the "Wizard" Inverted Gas Burner, illustrated. The feature of this Burner is the downward reflection of light rays with no downward or under shadow, a feature

**"WIZARD" INVERTED GAS BURNER.**

which will be at once appreciated whether the Burner is used in the store, at the home, in a church or other place. The light is soft and diffused, giving the effect of an electric light in the intensity of its rays and yet at only

long, closed at the one end, is readily put in place, and then the glass globe is placed in position, when the light is ready for use. A needle valve regulates the gas pressure, so that natural or artificial gas can be used. Provision is made for regulating the air supply. The mantle used with this Burner is claimed to outlast three of the ordinary kind. The glass globes are four inches in diameter, and come in ball or pear shapes, open or closed at bottom. These globes are imported by the company direct from Europe, and are fireproof quality. This Burner consumes but two feet of gas per hour, which the makers state is about half the quantity used in proportion to the light given by the ordinary incandescent gas burners. The illustration shows the device one-third actual size. The company will bring out two other styles a little later on. By-passes will also be brought out to use in connection with this Burner. The cross-section view will clearly show the mantle attached, globe in place and downward bend of supply pipe.

The National Enameling & Stamping Co., with executive offices at 81 Fulton street and display rooms at 374 Broadway, New York, and numerous branches in other cities, have brought out catalogue No. 7. It illustrates and describes their complete lines of Enamelled Wares, Tinware, etc. Its comprehensiveness will be seen when it is noted that the book comprises 500 pages and is bound in cloth covers. A dozen full-page views are given of

**CROSS SECTION OF "WIZARD" INVERTED GAS BURNER.**

a fraction of the cost. The construction of the device is such that it is easily installed. To attach to an ordinary gas jet, the pillar is taken off, and then one of the parts of the "Wizard" Burner is screwed in place, after which the remainder of the Burner is screwed on. The 125 candle power mantle, which is $1\frac{1}{4}$ inches

the principal factories. The catalogue is divided into twenty sections.

"Oakman" Self-Lighting Burner

The Oakman Mfg. Co., 84 Chambers street, New York, are placing on the market the "Oakman" Self-Lighting Burner, illustrated. The lighter is simple, compact and gas tight.

The parts assemble into a form that is low in height and graceful in outline. The pilot tube is almost wholly covered in by the burner, but its light is within the mantle and not disturbed by air currents. Gas is turned off from the light the same as an ordinary light, but the pilot tube takes its small supply regardless of



"OAKMAN" SELF-LIGHTING BURNER.

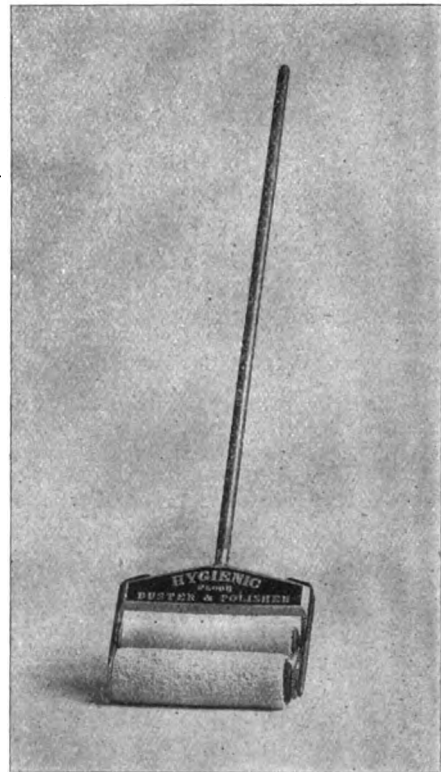
the stop cock. This construction effects a material saving in mantles, eliminates the use of matches, and there is no escaping of gas. The burners are packed one in a box, including mantle wire and an adjustable baffle plate to be used with air globes. The company also manufacture the "Oakman" Distance Gas Lighting System.

The Shelby Spring Hinge Co., Shelby, Ohio, in their new catalogue No. 12 illustrate their line of Hardware specialties. The concern are well known as the manufacturers of the "Shelby Chief" Double Acting Floor Hinges. They are also makers of Push Plates in steel, solid bronze and brass; Steel Drawer Pulls, Steel Hook Sash Lifts, Steel Bar Lifts, Cabinet Pulls, Box Pulls, Finger Pulls, Steel Flat Bar Lifts, Steel Door Pulls, Cupboard Turns, and Catches, "Shelby" Sash Lock, Barrel

Bolts, Chain and Foot Bolts, Toilet Paper Holder, Screen Door Hinges, etc.

Hygienic Floor Duster and Polisher

The Hygienic Floor Machine Co., Utica, N. Y., with New York office at 88 Wall street, N. E. White, are placing on the market the Hygienic Floor Duster and Polisher, illustrated. It is composed of two wooden rolls, 13 inches wide, and to one of them is attached the end of a 2½-yard dusting cloth, and the cloth is wound around the other. After pushing the device over the floor and the cloth has gathered up the dust and dirt, a turn of the

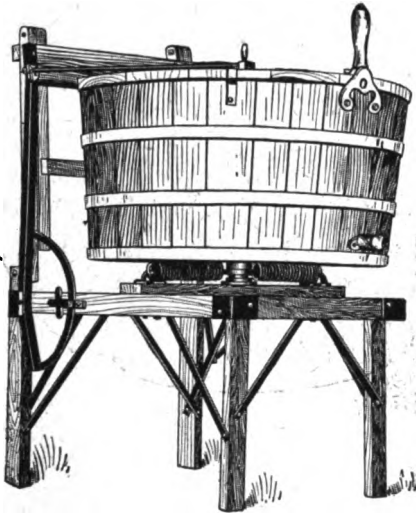


HYGIENIC FLOOR DUSTER AND POLISHER.

handle winds the cloth around the other roller, presenting a clean surface of the dust cloth to the floor. This operation is repeated until the entire length has been utilized. It can then be readily taken off and washed out, or a new cloth put in place. The cloth is very similar to Turkish toweling. It is especially designed for use on hardwood floors. The weight of the machine gives sufficient pressure to produce the polish. It can also be used to advantage on tile and mosaic floors.

"Acme" Washing Machine

The Acme Washing Machine Co., Columbus, Ohio, are offering the trade the Improved "Acme" Washing Machine, illustrated. It is constructed on the principle of forcibly driving the water through the clothes instead of rubbing or churning them. This is accomplished as follows: On the inside bottom of the tub are slats or cleats. When the tub is revolved these slats act on the water like the paddles of a steamboat, agitating it violently and sending it through every fold and fibre of the garments. The cover consists of two separate parts. The inner cover, known as the "rubber," has cleats on its under side, the same as in the tub bottom, and in addition has a number of holes bored through it, between the cleats. After filling the tub and the lid is put



IMPROVED "ACME" WASHING MACHINE.

down, this inner cover or "rubber" rests on the clothes of its own weight and keeps them from revolving with the water. The "rubber" moves up and down and adjusts itself to the height of clothes in tub. The whole weight of the tub rests on a circle of sixteen small steel balls in a flat steel cup; this gives the ball-bearing. Two strong coil springs, made from oil-tempered steel, are attached to bottom of tub, so that when the tub is turned in one direction it can go only so far when the spring tension will start the tub in the other direction. This enables the user to keep the tub in motion to and fro with but small expenditure of strength. It is stated that a tub full of soiled clothes can be washed in from five to ten minutes, and without even so much as taking a button off in the process. The lid

or cover consists of two parts, the "rubber" and the real cover, the latter attached to tub with hinges. It fits tightly to tub, thus keeping the steam and water in tub. When it is desired to use wringer, the lid is raised and turned back and the "rubber" is pulled outside. The extension stand permits the easy use of wringer and also allows ample room on which to place clothes basket. The tub, "rubber" and lid are of selected red cypress; the frame is of well-seasoned hard maple. The hoops are of galvanized iron, while the castings are of malleable iron, guaranteed not to break.

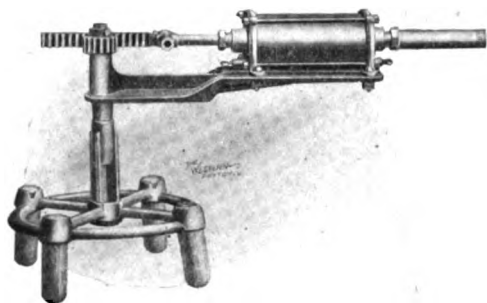
"Coffield" Power Washing Machine

P. T. Coffield & Son, Dayton, O., are offering the trade the "Coffield" Power Washing Machine, illustrated. It is a self-working Washer, and is operated by a motor driven by a city water pressure of 18 pounds or over. The substantially built motor is made throughout of brass, which eliminates the possibility of rust. As there are not over a dozen working parts about the motor, its simplicity of con-

**"COFFIELD" POWER WASHING MACHINE.**

struction will appeal especially to women, as the makers claim it needs no attention after being sold by the dealer. The motor is of the reciprocating type, the amount of water required to run it is very small, and the cost of operation on the highest water rate is claimed to be practically nothing. The motor is mounted on the lid of the tub, making a compact and light machine, and one which can easily be moved about by the laundress. Opening or closing of the faucet controls the speed of the machine to suit the material. The finest

lace curtains or the heaviest of double blankets can be washed with equal ease and without danger of damaging the most delicate fabrics. The motor is said to have ample power for all purposes for which it is intended, and is built to withstand the heaviest usage. The machine is connected to the ordinary faucet by means of a hose, and when not in use can be set aside and out of the way. Hose is also used to conduct the exhaust or waste water to the sink after it has passed through the motor. A complete set of hose is furnished with each machine. There is no dripping of water from the motor onto the floor or onto the top of machine, and the washer can be operated on a carpeted floor or at any place desired, without danger of wetting floor or water escaping from the motor and running down the tub and cooling the hot water in which the clothes are being washed. The tub is substantially built from a selected grade of Louisiana cypress, filled and varnished in a natural finish, and bound with heavy hoops. The hinges are put on with bolts and every



"COFFIELD". MOTOR MOUNTED ON BASE PLATE.

part is re-inforced wherever necessary. Each machine is fully guaranteed by the manufacturers for a year against all defects in workmanship and material, but the washer is built with the expectation of doing active service for a lifetime. With the use of this motor-driven Washing Machine labor and much time is dispensed with, and the action of the motor is so quick in its reverse that the garments are cleansed to a degree that surprises the user. The washer will handle any load that can be put in an ordinary hand washer. The weight of the motor and attachments boxed for shipment is 25 pounds; shipping weight of complete machine is 60 pounds.

The illustration shows the "Coffield" motor mounted on its base plate and the method of transmitting the power direct to the wheel inside the tub which agitates the clothes. This motor and attachments, together with the hose connections, are furnished by the makers for connecting to any hand-operated washing machine already in use.

"Kirche" Sanitary Commode

The Weber-Kirche Mfg. Co., Keckuk, Iowa, are offering the trade the "Kirche" Sanitary Combination Commode and Chamber Pail, illustrated. It is odorless, for the reason that the cover fits in a groove filled with water. This construction forms a trap, making it airtight. The groove will hold water to the depth of $\frac{3}{4}$ -inch, and is so arranged that any overflow will run inside the pail. A lip is left



"KIRCHE" SANITARY COMMODE.

so that the contents of bucket can be easily emptied. The seat is neat, scarcely noticeable, but comfortable, and made fast to and part of Pail. The Commode is made from high-grade galvanized iron and also of extra quality XXX tin, enameled in green, red, blue, etc., and has an ornamental front. The Pail is made only in the 12-quart size. The company also make Flue Stops, Flue Thimbles, Pipe Collars, Rural Mail Boxes, Curry Combs and Cream Separators.

The C. T. Ham Mfg. Co., Rochester, N. Y., are sending the trade a 15 x 20 inch hanger showing some of the well known "Ham" Lanterns. The background is yellow and the illustrations of the Lanterns are embossed in black, making them stand out. In the center of the hanger is a view of a country husking bee, with one of "Ham's" Search Lights illuminating the barn scene. There is also advertising of the concern's Auto Lamps.

"Glascock's" Racers

The Glascock Bros. Mfg. Co., Muncie, Ind., are placing on the market "Glascock's" Racers, illustrated. This new hand car for children is brought out to meet a large demand for an article that will enable children to get the proper physical exercise. It de-

velops the muscles of the abdomen, chest and spine, as well as the legs and arms. This Racer, or "Hill Climber," is manufactured in different sizes for children from two to six years of age, and from six to fifteen years of age. The Car is built for girls who can use



RACER NO. 3 FOR GIRLS.



"GLASCOCK'S" RACER JUNIOR NO. 4.

their fingers mashed or clothing torn. The front and rear axle is connected with a solid maple reach which makes the Cars very strong. Wheels have rubber tires. Malleable castings give the metal parts great strength. The front axle works on a double fifth wheel. Foot guides on the front axle aid in guiding the Car. The peculiar construction and finish makes the Cars strong and attractive. The company also makes a number of children's conveniences, such as Baby Jumpers and Baby Walkers. They advertise extensively in publications having a general circulation, and in all the advertising



"GLASCOCK'S" DOUBLE RACER NO. 2.

it as well as boys. Nos. 1, 3, and 4 each accommodate one child, and No. 2 is for two children. All the Hand Cars are finished in natural colors. Nos. 1 and 2 weigh 30 pounds

ask the reader to go to the dealer. The manufacturers do not sell to premium houses or catalogue concerns, confining their business to the legitimate dealers.

Genuine Swedish Razor

Alfred Andresen & Co., Minneapolis, Minn., are offering the trade the Genuine Swedish Razors, one of which is illustrated. Eskilstuna steel is used in these razors, the name being taken from the city in which the famous Swedish steel takes on its well known finish.



GENUINE SWEDISH RAZOR.

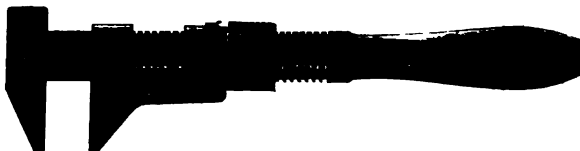
The Razors are made in the factory of Klas Tornblom and are fully warranted. These X-Ray Razors are supplied with loose, nickel plated back; with solid back and loose blades, one-fourth hollow ground and three-fourths hollow ground.

"Oliver" Wrench

The Oliver Mfg. Co., 203 Desplaines street, Chicago, Ill., are offering the trade the "Oliver" Wrench, illustrated. It is simple, durable and cheap. The Wrench is quickly adjusted for different size nuts by simply turning small wheel on the back. To use, tighten jaws on nut by turning wheel until they grip hard enough to hold the nut securely when removed. After loosening the nut, use small handle to

**"OLIVER" WAGON WRENCH.**

spin it off. The jaws of the Wrench will go inside any hub. It makes no difference whether the nuts on axles are of one or many sizes, square or hexagon, this Wrench will do the

**"B. & C." STEEL NUT WRENCH, No. 54.**

work quickly and satisfactorily. The 10-inch size will take nuts $\frac{3}{4}$ to $2\frac{1}{2}$ inches; No. 2, 14-inch, will take nuts 1 to $3\frac{1}{2}$ inches; No. 3, 20-inch, will take nuts $1\frac{1}{4}$ to 5 inches.

Pocket Screw Driver

Chas. Q. Petersen Co., 221 Fifth avenue, Chicago, Ill., is placing on the market the Pocket Screw Driver, illustrated. The illustration shows the device full size. The tool is well made, has no corners to catch on the pocket



and can be readily put on the key ring. It is full nickel plated. It can be advantageously used as an advertising novelty, having advertisement stamped on one or both sides.

"B. & C." Steel Nut Wrench

The Bemis & Call Hardware & Tool Co., Springfield, Mass., are placing on the market the "B. & C." Steel Nut Wrench, No. 54, illustrated. In the construction of this Wrench special attention has been given to strength, durability and the quality of material used. It is said to be adapted for use where the wood-handle wrench will not answer. The head, bar and shank is a one-piece steel forging. The handle is made of steel and is forced onto the wrench bar under great pressure, and then securely riveted in place. Being oval in form it fits the hand and does not tire. The nut

gives great gripping power to the jaws, as on nuts with the corners rounded off the whole hand can be applied in making the adjustment. Ordinary adjustment can be made with

the thumb and finger. This Wrench is made in seven sizes, the 6 to 18-inch having the steel handle, and the 21 and 24-inch having a handle made by a continuation of the bar.

Health Merry-Go-Round

The Health Merry-Go-Round Co., Quincy, Ill., are placing on the market the Health Merry-Go-Round, illustrated. It is a strong, substantial machine, built of steel, iron and oak, and attractively painted in red and black. It is operated by children seated as shown, who by means of hand and foot lever propel the Merry-Go-Round by nearly the same movements as used in rowing a boat, which brings



HEALTH MERRY-GO-ROUND.

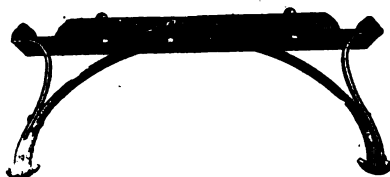
into play all the muscles of arms, legs, back and body. The exercise is mild and the arrangement so attractive that the child does not realize he is taking it. The machine requires a space ten feet square. The children are each five feet from the center post, or ten feet from the opposite child. The device can be put in a small yard. It is furnished with or without a self-playing organ. Four children can ride at the same time, or one child can operate it.

E. E. Ellis, who has been identified with the Sawyer Tool Mfg. Company, Fitchburg,

The Lindsay Light Co., Chicago and New York, in their new catalogue have produced a publication on which many compliments can be made from a typographical standpoint. The goods shown include the "Lindsay" Cap Mantles for natural and artificial gas; Loop Mantles for gas arc lamps; Pressure Mantles, Lindsay System Mantles, "Lindsay" Inverted Lights and Glassware; Three-Burner Arc Lamp, air-hole type "Lindsay" Lights for natural and artificial gas, fancy Glassware, Mica goods, etc.

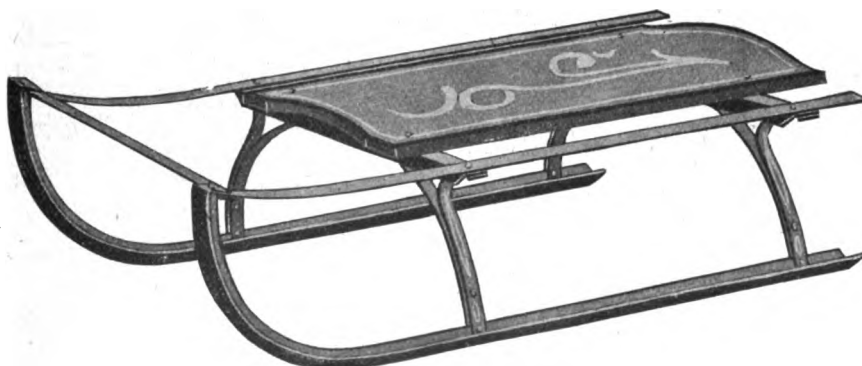
"Wagner" Steel Hand Sleds

The Wagner Mfg. Co., Cedar Falls, Iowa, are placing on the market the "Wagner" Steel Hand Sleds, illustrated. The rounded bottom of runner gives the sled speed. Using a tee-shaped runner, with a brace riveted to each side of same, assures a smooth surface along the bottom of the runner as there are no



CROSS-SECTION OF SLED.

rivet- rivet heads or anything of the kind projecting through to catch the snow or ice as the sled glides along. The Sled obtains great strength by the construction of the braces, one circle bracing against the other, the two being fastened at the top to the L-shaped steel beam. The decorations of the Sleds are hand painted, and the illustrations in their catalogue show



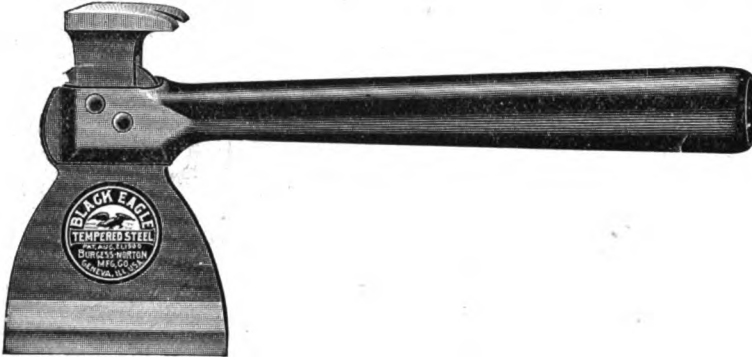
"WAGNER" STEEL SLED.

Mass., has established a new business in the same city, and will manufacture a line of fine Mechanics' Tools.

the various styles in actual colors. The cross-section view shows the patented brace and beam and also the rounded bottom tee runner.

"Black Eagle" Hatchets

The Burgess-Norton Mfg. Co., Geneva, Ill., are placing on the market the "Black Eagle" Hatchets, illustrated. These Hatchets are made with two styles of heads, claw and plain.

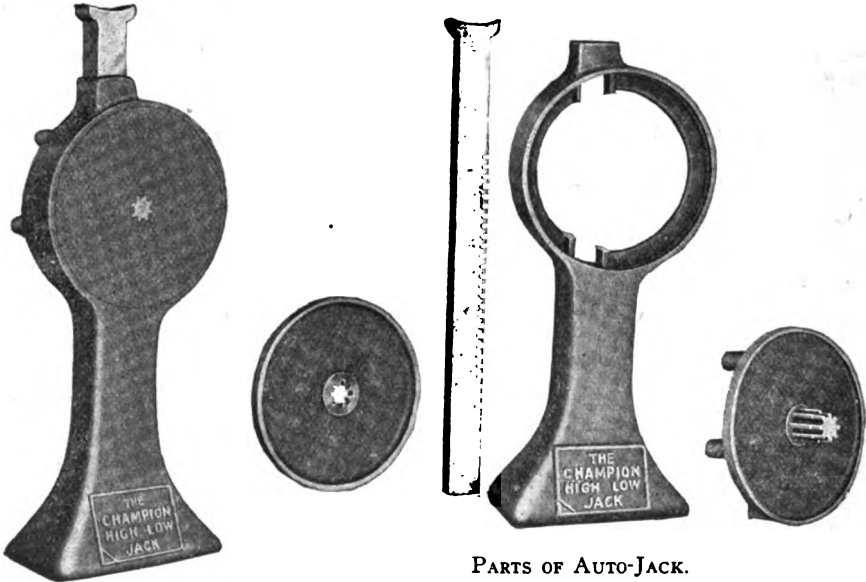


"BLACK EAGLE" HATCHET, CLAW HEAD.

The blades are carefully oil tempered, polished and carry a fine cutting edge. The handles are of hollow steel and are strong. Owing to the manner in which the parts are put together,

"Champion" High Low Auto Jack

Patterson, Gottfried & Hunter, Ltd., 146 Center street, New York, are placing on the market the "Champion" High Low Automobile Jack, illustrated. There are but four parts,



PARTS OF AUTO-JACK.

"CHAMPION" HIGH LOW AUTOMOBILE JACK.

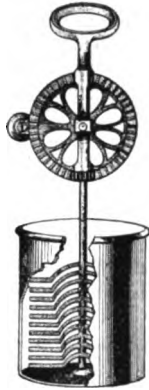
being riveted under heavy pressure, there is no danger of loose heads. They are finished in attractive black enamel.

The Builders' Supply Co., Indianapolis, Ind., in a recent catalogue, show their line of Push Button Door Bells and "Samson" Steel Sash Locks.

can be easily turned by the fingers to reach the required height. There is no reversing screw used to lower the Jack; simply turn the lever the other way. Another advantage is that no special form of handle is required; simply any strong bar that will fit between the lugs of the face and the disk. The height of the Jack closed is 11½ inches, and it has a lift movement of 7 inches. The weight is 6 pounds.

"One Minute" Egg Beater

The F. W. Loll Mfg. Co., 45½ Pratt street, Meriden, Conn., are offering the trade the "One Minute" Egg and Cream Beater, illustrated. The fish-bone shaped beater rod and arms are of malleable iron, thoroughly tinned. The beater rod has eleven arms on each side, and when turning the wheel the arms revolve



"ONE MINUTE" EGG BEATER.

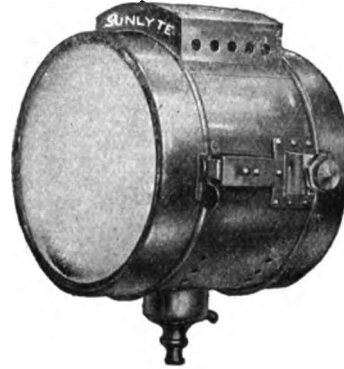
very rapidly, beating the cream or eggs in a minute's time. The remainder of the device is made sufficiently strong to stand hard usage. The cup or can holding the cream is quart size. In the center of bottom of can is a raised cup-shaped bearing which keeps the end of beater rod in correct position when beating contents of cup. Both the Beater and cup can be readily cleaned by holding under a faucet.

The Berger Mfg. Co., Canton, Ohio, in a recent folder call the attention of the trade to Berger's "Star Spangled" Terne Roofing Plates. Each package contains 112 sheets of pure re-hammered charcoal iron made in old fashioned knobbling fires with charcoal iron fuel. The blooms have been hammered and re-hammered to eliminate impurities, rolled first into bars and then into sheets. These sheets have been immersed by hand for thirty minutes in a rich mixture of lead and tin, using palm oil only, and no acid flux. Every pore of the sheet is thus thoroughly impregnated with the coating. The makers guarantee these Roofing Plates to give satisfactory service for a period of twenty-five years.

"Sunlyte" Auto Lamps

The New York Sporting Goods Co., 17 Warren street, New York, are offering the trade the "Sunlyte" Auto Lamp, illustrated. These Lamps are furnished in several styles. The "Alpha" type is known as style A1, and

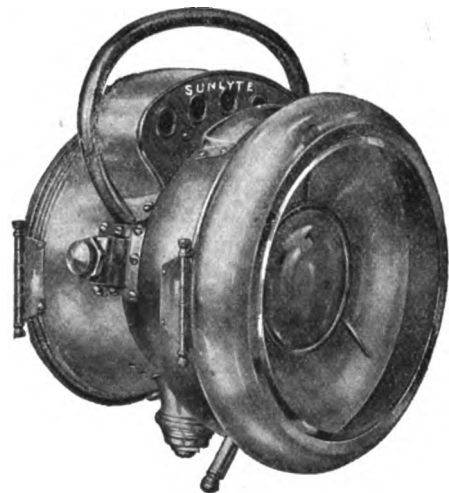
is fitted with a parabola condensing lens in front and a silvered reflector in the rear. The Lamp has a hinged rear door, permitting easy access to burner and allowing rear reflector to



"SUNLYTE" SEARCH LIGHT.

be properly cleaned. The front door is also hinged and has heavy beveled plate glass front 10 inches diameter. The construction is of heavy gauge brass, lustre finished, and the parts are screwed together and then riveted.

The "Sunlyte" Search Light, illustrated, is fitted with strong lens mirror reflectors accu-



"SUNLYTE" AUTO LAMP.

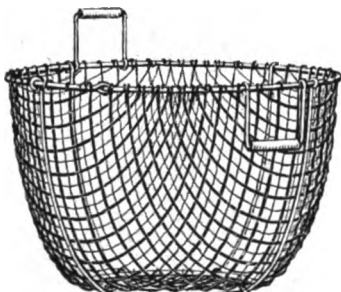
ately focused. The cylinders and fittings are of brass, finely finished and polished; the front door and back are of heavy copper, polished. They are supplied in rigid style for use in pairs in front of cars or singly for use on dash as a searchlight. A swivel bracket and handle in back can be supplied on any of these Lamps.

"Andrews' " Wire Basket

The Andrews Wire & Iron Works, Rockford, Ill., are placing on the market the "Andrews" Wire Basket, illustrated. The half-bushel basket is made of one-inch mesh cloth, all in one piece, of No. 14 wire. The frame

**"ANDREWS" HALF BUSHEL BASKET.**

work and drop bail handle is of No. 6 wire, 3-16 inch diameter. The bushel basket is of one-inch mesh cloth, made of one piece, No. 13 wire. The top ring is of No. 4 wire, 1/4-inch diameter. The bottom ring and frame wire is No. 6. Two side drop pail roll handles are provided. The baskets are gal-

**"ANDREWS" BUSHEL WIRE BASKET.**

vanized after making, thus uniting all the wires. These wire baskets are adapted for every purpose where a free circulation of air is needed. They will not carry water or dust, and will not rust or wear out even though left out all winter.

The Lisk Mfg. Co., Canandaigua, N. Y., recently sent out a solid train load, consisting of fifteen full cars, of the "Lisk" Sanitary Enamelled Roasters. This will convey an idea of the popularity of the concern's goods with the trade.

"Ox Fibre" Horse Brush

The Ox Fibre Co., 56 Michigan avenue, Chicago, Ill., with New York office at 2 Hudson street, are makers of the "Ox Fibre" Horse Brush, illustrated. This "Collie" Brush has face size 11 1/2 x 4 1/4 inches. Ox fibre is a natural product and each tuft is fastened separately in the solid wood by a heavy wire

staple. The staple passes over the loop in the fibre and is driven firmly into the wood at the bottom of the hole made to receive the tuft. The length of root out of block is 2 inches. These Brushes have solid back, are

**"Ox Fibre" Horse Brush.**

stiff, tough and strong, and unaffected by water; consequently they are easily and thoroughly cleaned. The company are getting out a new catalogue of their Horse and Scrub Brushes, which will be ready for distribution this month.

"Divine" Water Motor Fan

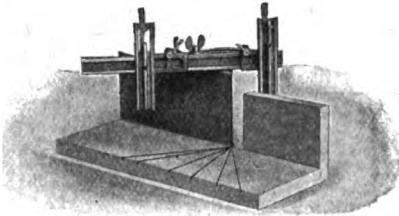
The Divine Water Motor Co., 108 Duane street, New York, are placing on the market the "Divine" Water Motor Fan, illustrated. This completed article is the "Divine" Water Motor with a fan attachment. The fan and fan guard are attached directly to the shaft of Motor, and a slight turn of the faucet will set the fan in rapid motion. The Motor is

**"DIVINE" WATER MOTOR AND FAN.**

finished in a red enamel, the fan is finished in brass, dull Roman color. With a bench bracket the fan can be placed on bench or shelf. The faucet connection is swiveled and the fan can be turned in any direction. By means of the "Universal" Connection the Motor can be attached to a smooth faucet if desired.

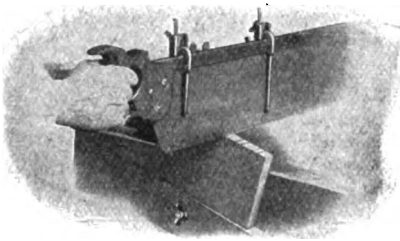
"Victor" Folding Mitre Box

J. C. McCarty & Co., 10 Warren street, New York, are placing on the market the "Victor" Folding Mitre Box, illustrated. It consists of a standard for attachment to a bench, that carries a swinging arm with grad-



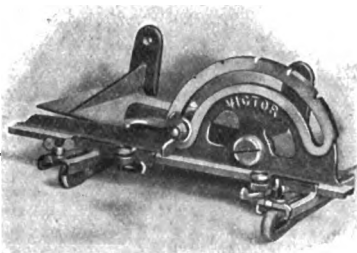
"VICTOR" FOLDING MITRE BOX.

uated place to give the regular mitre box cuts or any intersection cut that may be required. The saw guides have a travel on the swinging arm for adjustment to accommodate the vary-



CUTTING DOVETAILS WITH MITRE BOX.

ing lengths of saws, and they have also a vertical travel with a stop motion which can be set to give any desired depth of cut. The construction of the Box is on the interchange-



"VICTOR" MITRE BOX, FOLDED.

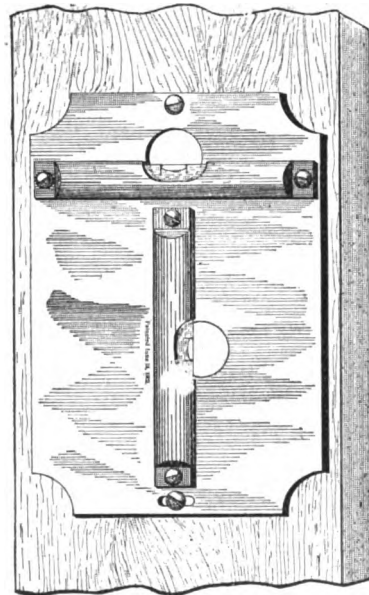
able plan, all parts being machined to gauges and tested before assembling to insure final accuracy. The range of work that can be done with this Mitre Box is beyond the com-

mon cuts made on flat stock and mouldings, for with it can be cut the ends of sticks, rafters, stair balusters, stair risers, dovetails and other odd finish parts. The Box is readily attachable to a bench or beam; it will square a 10-inch column, and with a 28-inch saw will square a 20-inch or mitre a 17-inch wide board. The saw is suspended above the work, and as there are no metal parts under it, any width of saw, either back or panel, can be used. The saw can be carried down through a 5-inch cut without any deflection, leaving the work perfectly true. When folded for the tool box it is 13x7x4 inches and weighs 6 pounds. Each is packed in an individual wooden box.

The Bristol Co., Waterbury, Conn., in their Bulletin 41, touch upon the many different types and ranges of their Recording Instruments, such as "Bristol" Voltmeters, Ammeters, Wattmeters, Portable Gauges, Thermometers, Water Level Gauges, etc.

"Roe" Plumb and Level

The Eden Specialty Co., 954 Third avenue, Brooklyn, N. Y., are offering the trade the "Eden" Plumb and Level, illustrated. It is made in both brass and steel. The Levels are also being mounted on a board straight edge,



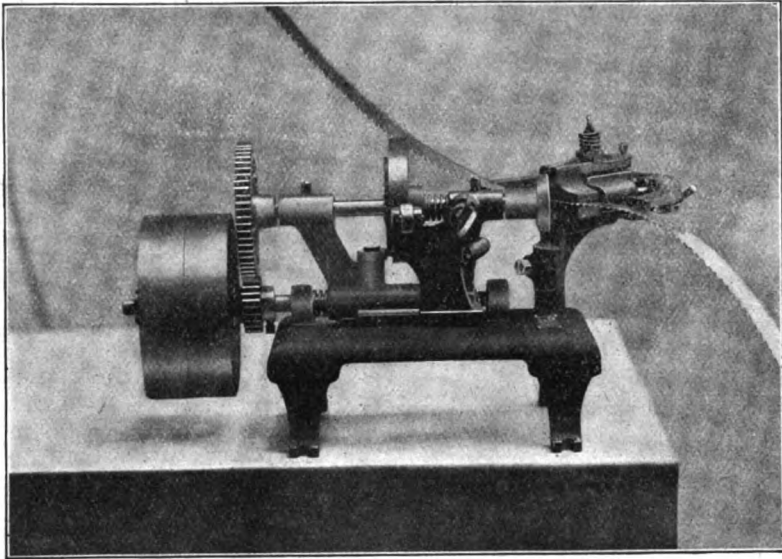
"ROE" PLUMB AND LEVEL.

18 x 4 inches, with peep-hole so that the user need not reverse the Level on his work. The steel Levels are nicked and japanned. The brass Levels will be lacquered if desired.

"New Reliable" Band Saw Filing Machine

The Rotary File & Machine Co., 589 Kent avenue, Brooklyn, N. Y., are placing on the market the "New Reliable" Band Saw Filing Machine illustrated. This Machine, which may be used either on a bench or pedestal, is adapted for automatically filing small band saws, ranging in size up to and including saws with teeth $\frac{1}{2}$ -inch from tooth point to

pulley, running 125 revolutions per minute. drives the file 50 revolutions per minute. The apparatus is simple, yet of very substantial construction. All wearing parts are made of high grade steel. One Rotary File is claimed to outlast three saw files, and a rotary costs only as much as two saw files, and the owner of a Rotary File therefore saves the cost of one-third of the saw files.



"NEW RELIABLE" AUTOMATIC BAND SAW FILING MACHINE.

tooth point, and $1\frac{1}{2}$ inch width of blade. The Vise, which carries the saw, is clamped together by spring pressure sufficient to hold the saw firmly, yet allowing it to be slipped through as each tooth is filed. At each revolution of the file shaft, the file is automatically withdrawn from engagement with a tooth, dropped back, and just as the smooth portion of its circumference reaches the saw, it shoves the saw along for the next tooth. The amount of this movement is regulated according to the size of the saw tooth by a thumb screw. The file is controlled by cams to only cut a certain depth each time, and this feature insures accurate and even teeth. The construction of the vise makes it possible for a thick weld, and in fact almost anything but a break to pass through the vise without stopping the Machine or injuring a tooth. The manufacturers state that the use of this Machine will save three-fourths or more of the time of hand filing, as it is entirely automatic and only requires the time necessary to put in a saw and start the Machine. If the saw through negligence is left in until it has passed the starting point, no harm is done. The

"Noxall" Water Filter

The American Filter Co., Milwaukee, Wis., are manufacturers of the "Noxall" Water Filter, illustrated. This Filter is made of spun copper top and cast brass bottom, tinned on

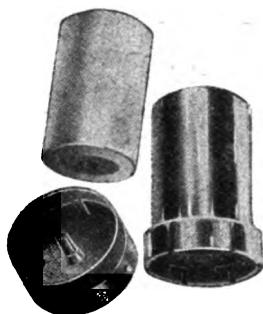


"NOXALL" WATER FILTER ATTACHED TO FAUCET.

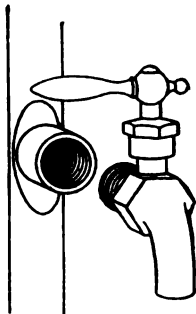
the inside and highly polished nickel on the outside. A feature is the ease with which it can be taken apart. The shell and stone are lifted off as easily as one would take off the top of a tea kettle. The "Noxall" natural

stones are quarried, cut to the right form and size and are said to be perfect filtering mediums. These Filters will give a large quantity of water in a short time. There is shown herewith the "Noxall" faucet connection. By unscrewing the regular faucet and putting in

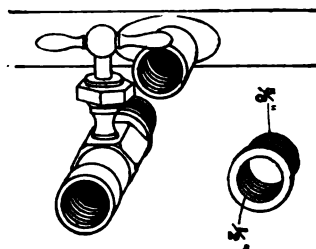
which generates the oil into gas. The result is that it not only makes the burning of kerosene practical, but gives long wearing qualities and great heating capacity. The Furnace can be used in and about buildings, as the user in no way violates the insurance laws against



FILTER TAKEN APART.



FAUCET UNSCREWED FROM WALL.



"NOXALL" CONNECTION.

the Connection, one can turn handle at side and get filtered water and turning faucet handle the regular unfiltered water supply can be had.

"Archambault" Kerosene Furnace

The Barnes Tool Co., New Haven, Conn., are offering the trade the "Archambault" Kero-

gasoline as a fuel. The burner is constructed with a check valve which has a small opening or by-pass to allow draining the oil from the burner. It also prevents any possibility of puffing. It is claimed that a full pot of solder can be melted in less than five minutes with a gale of wind blowing. This Furnace does not



"ARCHAMBAULT" KEROSENE FURNACE.



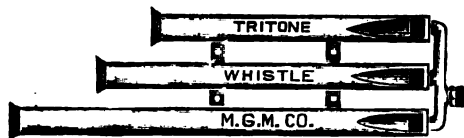
HEATING COPPERS WITH FURNACE.

sene Furnace, illustrated. The makers state that the superiority of this Furnace is due to the peculiar construction of the coil or burner

carbonize, as the carbon is burned out with the vapor. Gasoline can be used with this device, if desired.

"Tritone" Auto Whistle

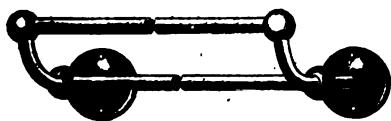
The New York Sporting Goods Co., 17 Warren street, New York, are offering the trade the "Tritone" Auto Whistle, illustrated. This Whistle is easily attached to the side of an automobile and is operated by connecting it to a cut-out valve, which is operated by a plunger or lever (or a hand line) attached in any convenient place on the floor of the car. This cut-out valve, which is of improved pat-

**"TRITONE" AUTO WHISTLE.**

tern, simply diverts part of the exhaust from the muffler to the whistle, emitting a deep musical sound. The valve is constructed on a mechanical principle, allowing the valve to be opened and closed gradually, giving as loud or low a blast of whistle as may be required. It is made of heavy gauge brass tubing, highly polished, and may be attached to automobile or launch, or, in fact, to any gasoline engine.

Bath Room Fittings

The Novelty Mfg. Co., Waterbury, Conn.,

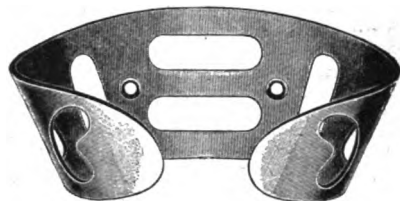
**TWO-ARM TOWEL RACK.**

are manufacturers of a large line of Bath Room Fittings, several of which are shown

**COMBINATION BRUSH AND GLASS HOLDER.**

herewith. The Whisk Broom Holder is of brass, highly polished nickel plate. The Two-

Arm Towel Rack is 16 inches long, but can be had in longer sizes. The Combination Tooth Brush and Glass Holder will hold four tooth brushes and a drinking glass. It is secured to

**WHISK BROOM HOLDER.**

wall with two screws. It is of brass, extra fine polished nickel plate. The company are getting out a large number of new patterns.

The Colebrookdale Iron Co., Pottstown, Pa., in their recent catalogue show their line of Sad Irons. For seventy years this concern has been in continuous operation at the same place manufacturing Sad Irons. They make household, tailors' and laundry irons. The catalogue also shows the "Keystone" Food Chopper, Well or Gin Wheels, Hay Fork Pulleys, Thimble Skeins, etc.

"Lloyd's" Mark-All Ink

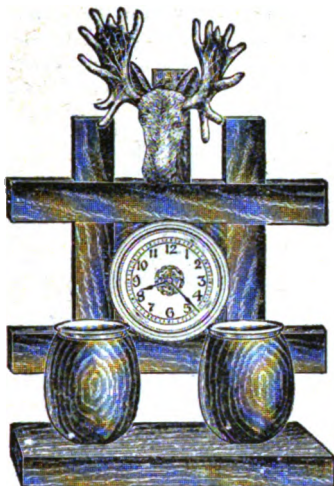
The Sperry & Alexander Co., 300 Broadway, New York, are offering the "Lloyd's" Mark-All Ink. It is to metal, china and glass what a pencil is to paper. The article can be handled and wiped without removing mark, and



yet all traces can be removed with an ordinary ink eraser. It will not mar, corrode or blemish the finest surfaces. It finds excellent use in marking cutlery, razors, manicure goods, tools, tinware, crockery, etc.

"Elk" Clock

The Western Clock Co., La Salle, Ill., and 51 Maiden lane, New York, are placing on the market the "Elk" Clock, illustrated. It



"ELK" CLOCK.

has a wood frame, mission finish; metal ash and match trays, one-day movement, ivory dial, beveled crystal, "frictionless" pivots and "self-centered" wheels. It is 10 inches in height.

The "Stelvio" Clock has a vet bronze or silver grey finish, and is 8½ inches high. The frame is of metal, and the clock has a one-day movement, ivory dial, beveled crystal, "frictionless" pivots and "self-centered" wheels.

Octagon Framing Rule

The Nicholls Mfg. Co., Ottumwa, Iowa, are now placing the Octagon Framing Rule on one

hip. The second line gives side cuts of jacks against octagon hips. The third line gives side cuts of octagon hips against ridge. The fourth line gives length of octagon hip rafters per

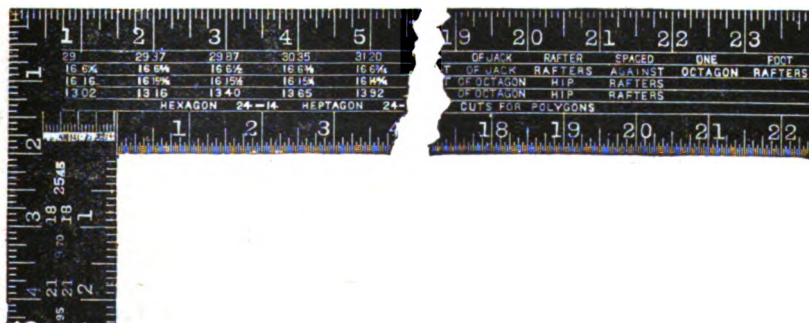


"STELVIO" CLOCK.

foot of run. The fifth line gives bevels of intersecting lines of various regular polygons.

The Savage Arms Co., Utica, N. Y., have gotten out an attractive hanger showing an Indian on the warpath, holding aloft a "Savage" Rifle. The hanger is in colors and will attract attention wherever displayed.

The Pittsburgh Shovel Co., Frick Building, Pittsburgh, Pa., have opened a New York office at 103 Reade street, with David B. McIlwaine in charge. A stock will be carried at the New York office from which prompt ship-



OCTAGON FRAMING RULE ON "NICHOLLS" SQUARE.

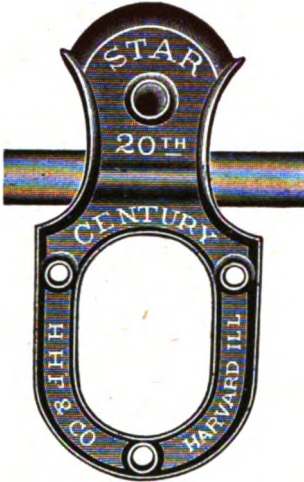
side of their No. 100 A Square. On the Octagon Framing Rule the first line of figures give length of jack for one foot space from octagon

ments can be made. The company make Shovels, Spades, Coal and Grain Scoops; Post, Ditching and Draining Tools, etc.

"Star" 20th Century Door Hanger

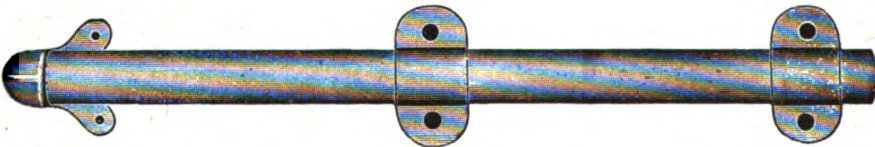
Hunt, Helm, Ferris & Co., Harvard, Ill., are placing on the market the "Star" 20th Century Door Hanger, illustrated. It is roller bearing and is made of one complete malleable piece. It is fitted with a lug so that it cannot run off the track. Both front and side views of the Hanger are shown herewith. It is finished

and gives it the required flexibility. The rail being closed instead of open, no water can get inside to rust. This rail is guaranteed to be as strong at the splice as at any other place and stiff enough to sustain the heaviest door. The splice is the same diameter as the rail and will not cause any jar when the Hanger passes over the splice. The diameter of track is $1\frac{1}{4}$

**"Star" 20TH CENTURY DOOR HANGER.****CROSS-SECTION OF HANGER.**

in aluminum with lettering touched up in red. The frame and hood are one malleable piece, thus making the Hanger strong enough for the largest doors. The wheels run on steel roller

inches, and weighs 80 pounds per 100 feet. The Hangers are packed one pair in a box, with bolts and two end brackets; and six pair in a wooden box.

**"Star" 20TH CENTURY ROUND TRACK.**

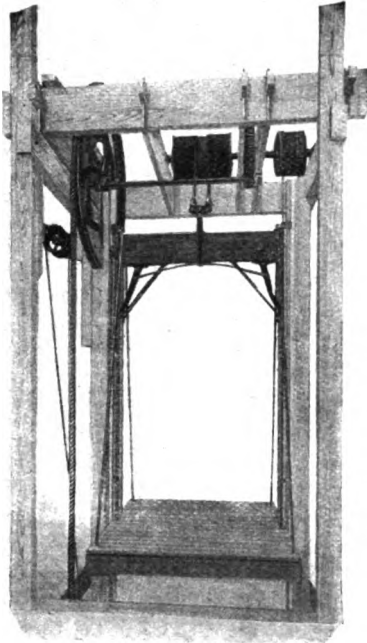
bearings, which make the Hanger run easily on the round track. A lip projecting about $1\frac{1}{2}$ inches below the wheel makes it impossible for Hanger to jump track. The round track comes in two-foot sections only, instead of in longer lengths, thus making it possible to fit any barn and not making it necessary to carry several lengths in stock. Barn door rail stock can be kept in much smaller space than usual. The makers state that one-half the labor is required in putting this rail in place, as one two-foot section of rail and one bracket are put up at a time. The bracket is such that it can turn on the splice, and there is no warping of the rail when put on the barn. The shape of the rail keeps the Hanger from binding on the track

Covert's Saddlery Works, Interlaken, N. Y., in catalogue 22 show their line of "Covert's" Trimmed Neck Yokes, Neck Yoke Centers, Harness Snaps, Rope, Web and Chain goods, and specialties in Saddlery, Coach and general Hardware.

The Samuel Winslow Skate Mfg. Co., Worcester, Mass., in their latest Ice and Roller Skate catalogue, show the various styles of Hockey, Rink, Wood Top, "National Club," Speed, Children's and "Winslow's" Ice Skates. An elaborate but simple telegraphic code is given. The illustrations appear on separate pages with nothing but the Skate numbers underneath. The embossed front cover is in colors and shows a wreath of holly.

"Eaton and Prince" Hand Power Elevator

The Eaton & Prince Co., 70 Michigan street, Chicago, Ill., offer the trade the "Eaton & Prince" Hand Power Elevator, illustrated. A practical and essential feature of the hand-power pattern is the brake device. It consists of a double shoe working on each side of a band which is cast to the arms of the rope wheel. Each shoe has a bearing on the band.



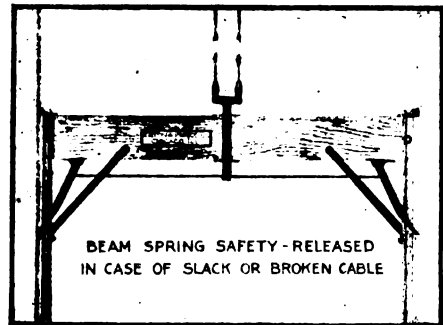
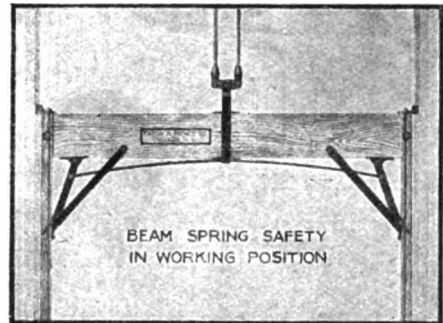
CENTER LIFT HAND ELEVATOR.

This feature enables the operator of the elevator to lower his car filled to its utmost capacity with the aid of his forefinger and thumb only on the brake line. The brake device is operated by means of an endless cord running around the sheave on the screw shaft of the brake. A locking device absolutely prevents the car from running up into the ceiling. The car is at all times under perfect control of the operator and cannot possibly move in either direction until the brake is released. Another feature is a beam spring safety device. In the event of the cable breaking this locks the car to the guides, thus preventing its dropping. The company have been building Elevators for the past twenty-five years; their catalogue gives full particulars concerning their Elevators.

Asbestocel Sectional Covering

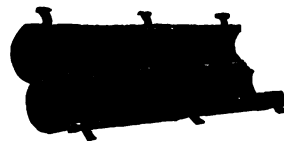
The H. W. Johns-Manville Co., 100 William street, New York, are manufacturers of the

Asbestocel Sectional Covering for heating systems, illustrated. In this Covering the channels run around the pipe instead of with it, thus preventing the heat from circulating. It is especially adapted for low pressure steam, hot water or hot air heating systems. It is built on the arch principle, channels running around the pipe instead of lengthwise. It does not crush down or lose its strength and is not damaged by vibration or even hard usage.



BEAM SPRING SAFETY DEVICE.

Owing to its "standing-up" qualities, it lasts longer than ordinary coverings and continues to give the maximum amount of insulation at all times. The Covering is fireproof and thereby removes the danger accompanying the use of coverings and felts which are not in

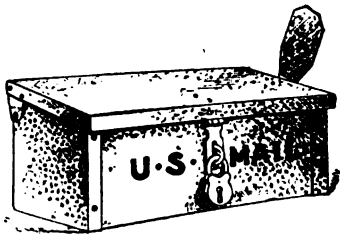


ASBESTOCEL SECTIONAL COVERING.

themselves fireproof. The Covering is made in sectional form, for all sizes of pipe and supplied with canvas and bands, in thicknesses of $\frac{1}{2}$, $\frac{3}{4}$, 1, $1\frac{1}{2}$ and 2 inches. It is also made in sheets for boilers and other large heated surfaces $\frac{1}{2}$ to 3 inches thick.

"Hawkeye" Rural Mail Box

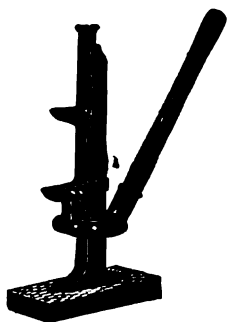
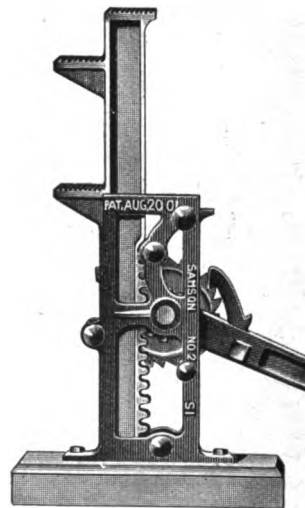
The Hawkeye Pump Co., Washington, Ia., are the manufacturers of the "Hawkeye" Rural Free Delivery Mail Box, illustrated. It is oblong in form, made of No. 20 galvanized steel, fitted with automatic signal, hinge hasp and receptacle for outgoing mail. It is substan-

**"HAWKEYE" RURAL MAIL BOX.**

tially constructed, and with no rough edges. It is rain and dust-proof. It is 18 inches long, 7 inches wide and 6 inches high in front and 7 inches at back; the weight is 7¼ pounds. It has been duly approved by the Postmaster General. It retails at a good margin of profit to the dealer.

"Oliver" Jacks

The Oliver Mfg Co., 203 South Desplaines street, Chicago, Ill., are manufacturers of the Jacks, illustrated. The "Oliver" Jack for car-

**"OLIVER" JACK.****"PEERLESS" AUTO JACK No. 15.****IMPROVED "SAMSON" JACK.**

riages, wagons, trucks, etc., is handled with either hand. It is adjustable to any height by sliding the bracket up or down, catching the rivet in any notch desired. This Jack will raise 2½ inches with one pull of the handle and locks by passing the center. The lifting range is 24 inches. For successive lifts the little pawl or dog is used. It is made in four sizes, lifting from one to four tons.

The Improved "Samson" Malleable Iron Jack contains a number of improvements over for-

mer constructions. The standard positively cannot drop back on cogs when raised to extreme height. This prevents the breaking of cogs and standards. The bottom bracket has been lowered 1½ inches, and all brackets have been made corrugated and made stronger. Both of the hooks and the frame have been strengthened. The handle is made in one piece; this equalizes the pressure on both sides of the ratchet wheel and prevents breaking. The spring is omitted from the handle, and a small knob placed on the hook to assist in handling it. The cog-wheel and pinion are made in one piece, and the loose motion between standard and frame has been taken up. The standard will not pull out of frame. This No. 2 Jack will raise 5 tons, although it weighs but 24 pounds.

The "Peerless" Auto Jack is strong, compact, light, rapid, cheap and popular with the trade. It works as any angle, and can be used for pushing as well as lifting. Working the handle below the center raises, and above the center lowers. The No. 15 is for all ordinary cars weighing up to two tons. The concern,

who have had many years' experience in the manufacture of Jacks, claim to have the largest Jack factory in this country.

The Enterprise Paint Mfg. Co., Chicago, Ill., have gotten out a souvenir pencil advertising the "Noxall" fast color Paints. It is several inches long and has reversible ends to protect the pencil point and also an eraser, thus making it neat and convenient for vest pocket use.

"Village Blacksmith" Kitchen Knife

The Washington Cutlery Co., Milwaukee, Wis., are manufacturers of the "Village Blacksmith" Kitchen Knife, illustrated. Instead of



"VILLAGE BLACKSMITH" KITCHEN KNIFE.

being stamped, it is forged from good quality steel, overcoming the difficulties of the cheap

"Clark's" 20th Century Hooks; No. 601, "Clark's" New 16-gauge Steel Pins, and No. 602, "Clark's" Improved 20-gauge Cracker-Jack Pins. In the No. 600 the No. E Hook has a plate that covers the lower side of the palm, and a short hook intended for husking corn in the shock where the corn is in bundles and in the husker's lap. The No. F has a palm plate with 15 holes, which permits the hook being placed at any part of the hand and



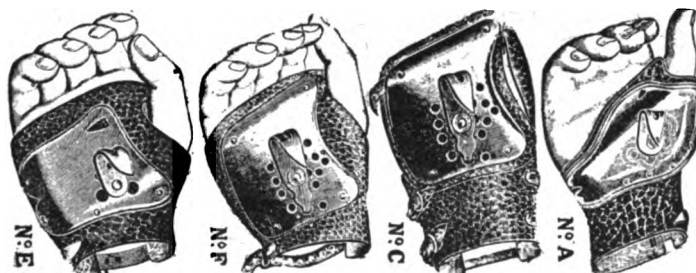
"VILLAGE BLACKSMITH" CARVER.

stamped knife which soon loses its edge. The "Village Blacksmith" Carver is made along the same lines as the company's Butcher Knives, and are well known for their attractiveness as well as usefulness.

"Clark's" Corn Huskers

R. F. Clark, 100 Lake street, Chicago, Ill.,

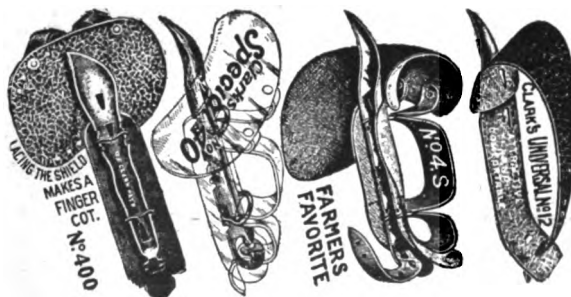
at any angle; this number has a large palm leather that covers a glove or mit. No. C Hook is the same plate with 15 holes, and one hook or two can be used if desired. The No. A Corn King Husker is in the assortment. The fit and shape of leather has been improved for this season. The No. 601 assortment consists



"CLARK'S" No. 600 ASSORTMENT CORN HUSKERS.

manufacturer of "Clark's" Corn Huskers, has made a number of improvements in his line

of 16-gauge Steel Pins, all with heavy leather shields of cow-hide leather. No. 602 has four



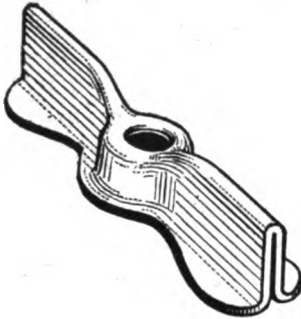
"CLARK'S" No. 601 ASSORTMENT 16-GAUGE STEEL PINS.

for the present season. The goods are now put up in various assortments, the No. 600 being

styles of 20-gauge Steel Pins, all with medium heavy shields of cow-hide leather.

"Watrous" Steel Door Button

The Watrous Mfg. Co., Des Moines, Ia., are offering the trade the "Watrous" Japanned Steel Door Button, illustrated. The illustration in a recent issue did not properly convey the construction of this Button, as it is stamped from a die and not cast solid from

**"WATROUS" STEEL DOOR BUTTON.**

moulds. It is light in weight, half that of a cast button, is much stronger and will not break. Being smooth, it will easily turn on door and will not mar the surface of same.

"Stevens" Offhand Target Pistol

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are placing on the market the "Stevens" No. 35 Offhand Target Pistol, illustrated. It was brought out to take care of the demand for a target pistol, heavier than the "Diamond" and at a popular price. The No. 35 Pistol will have heavy butt which gives the right balance and hang. It will be supplied with a 6-inch barrel, weighing 1 lb. and 6 oz.; and in 8-inch barrel, weighing 1 lb. and 10 oz.; and for .22 and .25 rim fire am-

**"STEVENS" OFFHAND TARGET PISTOL.**

munition; the .22 handling 22 short, 22 long and 22 long rifle and 22 Stevens-Pope Armory cartridges. It will be guaranteed to have the "Stevens" accuracy.

The H. W. Johns-Manville Co., 100 William street, New York, will soon issue a catalogue showing their complete line of "J-M" Asbestos

packings, which will be sent to the trade upon request.

Davis & Cook, Watertown, N. Y., have issued a new catalogue of their high-grade Masons' Levels, Aluminum Plumb and Levels, Aluminum Bench Level, Aluminum Plumb Level and Square, Railroad Track Levels, Street Road Track Level, Track Gauge, Iron Plumb and Levels, Pine Levels, etc.

The Sawyer Belt Hook Co., Pawtucket, R. I., have issued a new catalogue and price-list of the "Sawyer" Belt Hooks. Their various styles of Belt Hooks for use on cotton-leather and rubber belting are presented, together with Axe Wedges, etc.

The Massachusetts Saw Works, Chicopee, Mass., are sending out a two-color folder and circular descriptive of the merits of the "Victor" Hack Saw Blades. A number of illustrations of metals are presented, showing what can be done on soft steel, thin metals, on iron pipe, etc.

The Pittsburg Automatic Vise & Tool Co., Pittsburg, Pa., issue a pocket-size catalogue of their "Long" Patent Universal Double and Single Swivel Vises.

The Eagle Cooperage Works, Circleville, Ohio, with a pocket size booklet descriptive of their line of "Eagle" Mop Wringers, attach a miniature flag and staff. On the back of the flag appears, "Eagle Mop Wringers and Ohio Detachable Mops are as far-famed as Old Glory."

The H. F. Brammer Mfg. Co., Davenport,

Ia., in offering the "Royal Blue" Washer to the trade, give exclusive agency to a dealer in a town. This enables the merchant to secure all the trade of his section on this machine. The Washer is well made and presents an attractive appearance. The catalogue which the company sends out gives full particulars concerning construction and operation.

The Allen Coal Co., 36 Great Jones street, New York, are manufacturers of prepared coal, which is especially made for use in carriage and sleigh heaters. Their business during the past year has largely increased and they are now supplying many Hardware dealers with the prepared coal for use in the various styles of carriage and sleigh heaters upon the market.

The Middletown Silver Co., Middletown, Conn., in their catalogue present an excellent line of hand-burnished Silverware. The pieces shown include Tea Sets, Hotel Ware, Chocolate and Dessert Sets, Syrups, Butter Dishes, Bread Trays, Bake Dishes, Tureens, Salads, Crumb Sets, Candelabras, Shaving Sets, Card Trays, Loving Cups, etc.

The G. W. Cole Co., 145 Broadway, New York, manufacturers of the 3 in One Oil, have issued a folder giving the results of the cash prize contest which was offered last spring to the one who would mention the best new use for this Oil. There were hundreds of answers, and the one considered the best was for cleaning glass and glassware and keeping it spick and span.

The Geo. P. Clark Co., Windsor Locks, Conn., with New York office at 253 Broadway, has issued a circular of the new labor saving Press Truck. This device consists of an upper and lower platform, and is used to carry paper from the bale or cutter to the press.

The Davis-Hansen Co., Oshkosh, Wis., in their catalogue No. 8 illustrate their many styles of Iron Pumps, Cylinders and Well supplies.

The Peck Edge Tool Co., Cohoes, N. Y., have issued a handsome new catalogue in which a large number of the illustrations are in colors. The book shows their complete assortment of strictly hand-forged edge tools, made of high grade materials and by skilled mechanics. The tools shown include a good variety of Adzes, Axes and many Hatchets. The engravings are all of a high order and the typographical appearance of the catalogue is such as to at once command the attention of the recipient.

Kampfe Bros., 8 Reade street, New York, in order to popularize their "Star" Corn Safety

Razor and the "Star" Safety Shaving Razor, are advertising very extensively in publications having a general circulation. In a recent circular which they state the total circulation of the publications in which the above advertising appears, reaches the large total of 7,200,000 copies per issue. Special stress is laid upon the retail merchant being an active selling force. He should push the sales of goods locally as actively as does the manufacturer nationally. He should see the possibilities of building up his general business by having it known that his store is headquarters for standardized goods. Messrs. Kampfe Bros. have a minimum price under which their goods must not be sold by anyone. This permits a dealer making a reasonable profit.

The Western Clock Co., La Salle, Ill., with New York office at 51 Maiden Lane, have issued a new general catalogue, which even a disinterested person must admit is attractive in its appearance. Handsome illustrations are accompanied by brief descriptive text. Their line of popular-priced Alarm Clocks are the ones first shown, followed by their art series, Traveling Clocks, and numerous other ornate designs. As a frontispiece there is a view of the present plant, and then appears the original plant together with a diagram showing increase of sales. The concern started in 1886 with less than fifty clocks per day, with twenty-five men in their employ; to-day they have almost 600, and the output is now 6,000 clocks per day. In 1886 they had 2,000 square feet of floor space; to-day it is 80,000 square feet. In the catalogue appears a view of the "Western" 4-inch clock movement.

The Forbes Silver Co., International Silver Co., successor, Meriden, Conn., have issued a handsome publication known as catalogue No. 11. This book comprises an extensive assortment of new designs, particularly engraved and Englished chased ware, together with more staple sets and pieces, the whole making a selection covering everything needed in the stock of the dealer selling Silver Plate Ware. There are many sets of tea ware and individual pieces, comprising Sugar Bowls, Butter Dishes, Creamers, Syrup Cups, Spoon Holders, Waiters, Crumb Sets, Cake Baskets, Bread Trays, Bowls, Fruit or Berry Dishes, Casters, Baking Dishes, Napkin Rings, Hotel Ware, Candelabra and Candlesticks, Toilet Ware, Shaving Sets, Jewel Boxes, Smoking Sets, Fern Dishes, Spoons, Forks, etc.

UNFAIR AND DISASTROUS COMPETITION

UNFAIR COMPETITION ARISES FROM VARIOUS SOURCES—
BY NEW AND INEXPERIENCED MEN IN THE BUSINESS
AND BY UNTHINKING COMPETITORS — ASSOCIATION
EFFORTS BELIEVED TO BE AN EXCELLENT REMEDY.

Form a Local Association

The curb for unfair and disastrous competition is local organization. If proposed by one of the larger merchants a local Hardware association can be formed in every city and community which will bring the competitors together, acquaintances formed, better understanding and appreciation of one another will follow, old enemies will become friends, business matters will be discussed and many abuses corrected and business made more profitable and more enjoyable.

EMIL TEITGEN.

Too Many Dealers In a Town

I believe that in a great many cases where competition in the Hardware business could be called unfair and disastrous it arises from the fact that there are too many Hardware dealers for the size of the town and its adjacent territory, and each one feeling that so many could not expect to live and fearing that he might be the one that failed to live is disposed to make undue concessions in price for the sake of getting business, and a general cutting in prices and bad feeling results.

If one or more of the dealers could not be induced to sell out and quit or move to other and greener pastures the other dealers taking his stock if he so desired, it would seem that about all one could do would be to branch out in profitable side lines putting all his time and energy and advertising into the lines that pay a good profit, in the hopes that some of his competitors might in time get sick of it and quit, when prices would be likely to adjust themselves on a fair basis.

W. B. MAXSON.

We have but little or no trouble except on staples. We buy from but few wholesale Hardware jobbers, and they in turn sell to no one else in town. We aim to get exclusive agency on as many items as possible.

We have tried verbal agreements on prices on staples, but have found this unsatisfactory. An agreement as to prices reinforced with sufficient cash deposit with a penalty of \$1 per keg on nails sold below the price agreed to would probably prove effective.

A WISCONSIN DEALER.

Competition of Jobbers and Manufacturers

Commenting on the Unfair and Disastrous Competition discussion which has appeared in recent issues of the *HARDWARE DEALERS' MAGAZINE*, I would offer the following. These are observations resulting from an experience of twenty-five years here and with an experience of thirty-five years in this particular line. You may print all or part of it as you see fit. I may give more details later on.

NORTHWEST.

First—The hardest competition in this part of the country is the position that some of the jobbers and manufacturers take in selling direct to consumers, and also holding financial interest in some of the retail stores, merely to have a cinch on all comers, then come into a retail convention, and say to the retail dealers throughout the State in which it is held. They cry aloud, "Stay by the jobber and the jobber will stay by you." Yes, if your purse is long enough.

Second—They think, you think, they all think they are right. Now, Mr. Retailer, when you have a retail convention, why not have a retail convention and not a wholesale one, if you are to advance your interest. Mr. Retailer, did you ever attend a jobbers' meeting? I dare say not.

Third—Did you ever think that a number of jobbers and manufacturers throughout the country sell direct to the consumer. Are they not a menace to trade, as the department store houses are? Think for one moment and see if it has not been done in your own town and cities.

Fourth—What I have said is true in this Northwest, and I dare say it is equally as true in other parts of the country, both East, South and West. Now, then, what are we going to do about it? What is the remedy? The best remedy is equal rights in the open market and not a preferred one.

Fifth—The interest of any business is, where can I buy the goods the cheapest and sell in the dearest market without freight discriminations to any one more than another with the least expense?

Did Not Heed Friendly Warning*To the Editor:*

We are located in a small town with only one competitor in our Hardware line. They commenced business four years ago, and they started nearly the same as all beginners by cutting prices right and left. We warned them several times in a friendly way. They promised to do better, but did not keep their promise. Now they are sorry, as a little tin work is about all they are doing.

WISCONSIN.

Of Course

"Where are you going, my pretty maid?"

"I am going a-shopping, sir," she said.

"And who gets all your valued trade?"

"The store that advertises, sir," she said.

The Ralph Brown Co., San Francisco, Cal., exclusive jobbers in Cutlery, Fishing Tackle, Sporting Goods, Ammunition, Dog Collars and a general line of Hardware, are now permanently located at 224 Fifth street. They have put in an entirely new stock of goods to replace that lost by fire.

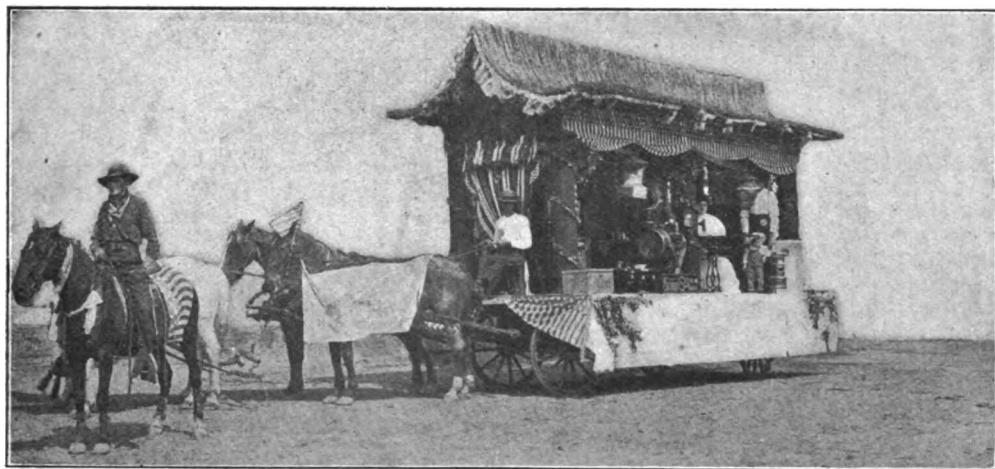
A Japanese House Float

Fred Schmidt, Farina, Ill., at the recent Fourth of July celebration in his city, got up the attractive float shown in the accompanying illustration. The general effect was a Japanese style of building and roof. The roof was

Each gable end has a Japanese emblem of paper on a red background. The ceiling and the border under the roof was of United States bunting. The six posts supporting the roof were solid red, and green twigs and vines formed the decorations on them. At each corner of the float was hung a large Japanese lantern. The float itself was 24 feet long. Among the articles from the Hardware stock comprising the float were plumbing goods, oil heaters, hammocks, gasoline stoves, a sewing machine, a washing machine, etc. Mr. Schmidt states very frankly that he considers the time spent upon getting up this float as being quite profitable in the advertising he secured, as it was the talk of the town for several days.

Souvenirs and Their Uses.

Butler Brothers, New York and Chicago, have signed contracts for new buildings in St. Louis to cover an entire block, of which they will obtain possession in about a year. It is centrally located and will be nine stories high, giving a total floor space of about 890,000 square feet. When completed, it will not only be the largest building occupied by the firm, but will be the largest building of its kind in the country occupied by a single wholesale concern. Butler Brothers, New York and Chicago, in their last month's catalogue, gave particular attention to the use of souvenirs and their uses. They remarked that in storekeeping a reputation for being liberal is decidedly worth having, and that souvenirs are evidences in hand that the store giving them believes in



A JAPANESE HOUSE FLOAT, BY FRED SCHMIDT, FARINA, ILL.

made of wheat straw, tied in small bundles. The border or eaves of the roof were decorated with Japanese paper "flags of all nations."

and practices liberality. They are a material way of saying "Thank you for coming this time and please come again."

Bulletin of New Dealers

(REQUESTS FOR CATALOGUES AND INFORMATION.)

Special reports have been received at the office of the **HARDWARE DEALERS' MAGAZINE** from the following new dealers (or change in style of firms) since last bulletin, stating the goods which they handle or expect to handle. These reports are sent to us direct from the dealers themselves, and are therefore reliable. They want the latest catalogues, special circulars or price-lists relating to the classes of goods they handle. The numbers indicate classes of goods handled.

1 Builders' Hardware	12 Guns and Ammunition	24 Cabinet Hardware	35 Belting
2 Machinists' Tools	13 Building Papers	25 Horse Shoes	36 Lawn Mowers
3 Carpenters' Tools	14 General Hardware	26 Plasterers' Tools	37 Lamps
4 Cutlery & Plated Ware	15 Electrical Supplies	27 Paints and Oils	38 Oil Stoves
5 Tinware	16 Factory Supplies	28 Glass and Putty	39 Stationers' Hardware
6 Woodenware	17 Stoves and Ranges	29 Blacksmiths' Supplies	40 Refrigerators
7 Rope and Twine	18 Furnaces	30 Fishing Tackle	41 Shoe Nails, Soles, etc.
8 Pumps	19 Saddlery Hardware	31 Sporting Goods	42 Wood Mantels, etc.
9 Agricultural Goods	20 Vehicles	32 Butchers' Tools	43 Plumbers' Supplies
10 Bicycles	21 Lead and Iron Pipe	33 Hose	44 Steam Fitters' Supplies
11 House Furnishings	22 Tin Plate and Metals	34 Weather Strip	45 Yacht & Boat Hardware

Alabama

BESEMER: Long-Lewis Hardware Co.
Wholesale and retail (consolidation of Bessemer Cornice Works and Lewis Hardware Co.), 1 to 10, 12, 13, 14, 18 to 34, 36 to 44.

Arkansas

BEEBE: Beebe Hardware & Lumber Co.
Retail (succeeded H. B. Strange), 1, 3 to 7, 9, 12, 14, 18, 20, 21, 25, 27, 28, 30, 36 to 43.

California

SAN FRANCISCO: Sage Hardware Co., 1462 Market st.

Wholesale and retail (new store), 1 to 7, 10, 13, 14, 17, 24, 26, 29, 32, 33, 36, 38 to 41.

SAN FRANCISCO: San Francisco Hardware Co., 3069 16th st.

Retail (new business), 1 to 7, 10, 12 to 18, 24, 26 to 33, 38, 39.

SAN FRANCISCO: Williams Hardware & Store Co., Market st., near Van Ness ave.

Retail (new store), 1 to 7, 10, 13, 14, 15, 18, 22, 24, 26, 27, 29, 30, 31, 33, 34, 36, 37, 38, 40, 41, 44.

Connecticut

BRIDGEPORT: The Hardware & Supply Co., 1215 Main st.

Retail (opened new store), 1 to 7, 9, 10, 12 to 17, 24, 26, 29, 32 to 37.

MIDDLETOWN: Longworth-Weatherby Co.

Retail (formerly Longworth & Lane), 1 to 9, 14, 18, 19, 20, 22, 23, 27, 28, 30, 33, 36, 37, 38, 43, 44.

Georgia

CAIRO: Roddenberry Hardware Co.

Retail (consolidation of Sapp Hardware Co. and W. B. Roddenberry), 1 to 9, 11 to 14, 18, 20 to 23, 25 to 33, 35, 36, 38 to 41, 44.

COVINGTON: Stephenson Hardware Co.

Retail (formerly Jas. R. Stephenson), 1 to 7, 9 to 12, 14, 18, 22 to 25, 27 to 31, 35, 37, 38, 41.

Idaho

MOHLER: Western Hardware & Implt. Co.
Retail (succeeded Mohler Trading Co.), 1 to 9, 12, 13, 14, 18, 20 to 23, 25, 27 to 38, 41, 43, 44.

MOSCOW: C. F. Stork.

Wholesale and retail (succeeded Gem City Hardware Co.), 1 to 8, 10, 12, 13, 14, 17, 18, 22 to 29, 41 to 44.

Illinois

CHICAGO: Michaelis Hardware Co., 4060 State st.

Retail (formerly E. B. Michaelis), 1 to 4, 7, 12 to 17, 20, 22, 23, 24, 26 to 37, 41, 43, 44, 45.

DANVILLE: Booth Hardware Co.

Retail (formerly Force & Booth Co.), 1, 3 to 8, 10, 12, 14, 18, 27, 30, 31, 33, 34, 36, 38, 40.

FREEPORT: John Buss.

Wholesale (formerly Hoffmann & Buss), 1, 3 to 8, 12, 14, 18, 19, 22, 23, 26, 30 to 36, 38, 40, 41, 42.

Indiana

ANDERSON: Nichol Hardware Co.

Retail (formerly Nichol, Makepeace & Co.).

DARLINGTON: Allen & Houlehan.

Retail (opened new store), 1, 3 to 9, 11 to 14, 18 to 22, 27, 28, 30 to 33, 36, 38, 40.

EVANSVILLE: Meyer Hardware Co., 524 Main st.

Retail (succeeded Griener Hardware Co.), 1 to 8, 10, 12, 13, 14, 24, 26 to 34, 36, 38, 40.

KOKOMO: Kellar & Co., E. Walnut st.

Retail (formerly Mote & Kellar), 1 to 8, 12, 13, 14, 18, 19, 23, 24, 26 to 29, 33 to 36, 38, 40, 41.

Indian Territory

HASKELL: Coover Hardware Co.

Retail (formerly C. E. Coover), 1, 3, 4, 5, 7, 12, 14, 18, 25, 26, 31, 37, 38, 40, 41.

JESSE: Price Statler.

Retail (formerly Price, Statler & Co.).

TULSA: H. O. McClure.

Wholesale and retail (formerly McClure & Graef Hardware Co.), 1 to 8, 10, 12 to 18, 24, 26, 29 to 36, 38 to 41, 43.

Iowa

LISBON: L. Hoeltje.

Retail (succeeded A. & G. Runkle). 1, 3 to 9, 11 to 14, 18, 19, 21 to 24, 27, 28, 30, 31, 33, 34, 36, 37, 38, 40, 43, 44.

MARION: H. W. Sterling.

Retail (succeeded B. Neal). 1 to 8, 10, 12, 13, 14, 18, 19, 22 to 38, 40, 41, 43, 44.

ST. ANSGAR: J. F. Bernstein & Co.

Retail (succeeded John Smith, 1 to 8, 11, 12, 14, 18, 19, 22, 23, 24, 26 to 31, 33 to 39, 41, 43, 44.

Kansas

LINCOLNVILLE: Kieferle & Williams.

Retail (succeeded Wm. Dissmeyer). 1, 3 to 9, 12, 14, 18, 20 to 23, 26, 27, 30 to 33, 36, 37, 40, 41.

NEWTON: Evans Bros. & Kinney.

Retail (succeeded G. R. Follett & Co.), 1 to 5, 7, 8, 10, 12, 14, 18, 19, 21, 22, 23, 25, 26, 30, 31, 33, 34, 36, 40, 43.

WICHITA: H. W. Collier & Son.

Retail (opened new store) 1, 3, 4, 5, 7, 12, 30, 37.

Kentucky

L.A. CENTER: Luttrell & Albriton.

Retail (formerly Kuebler & Luttrell). 3 to 7, 12, 13, 14, 18, 20, 25, 26, 30, 31, 32, 37, 39, 41.

Louisiana

HAMMOND: Hammond Hardware & Supply Co., Ltd.

Wholesale and retail (opened new store), 1 to 14, 18, 20, 22, 23, 25 to 33, 35 to 38, 40, 43, 44.

Maine

GREENVILLE: Frank Witham.

Retail (succeeded D. Crockett). 4, 5, 6, 8, 18, 19, 22, 23, 37, 38, 40, 43, 44.

WEST KENNEBUNK: F. L. Robertson & Co.

Retail (succeeded G. H. Day), 1, 3 to 7, 9, 10, 12, 13, 14, 20, 22, 24, 25, 27 to 31, 35, 37, 38, 40, 41.

Maryland

ELKTON: Roger Witworth Hardware Co.

Retail (formerly Roger Witworth), 1 to 8, 10 to 14, 18, 21, 25 to 30, 32, 33, 34, 36, 38, 41, 45.

Michigan

BIG RAPIDS: L. F. Bertrau & Co.

Retail (formerly Bertrau & Quirk). 1 to 9, 12, 13, 14, 18 to 34, 36, 38 to 41.

Minnesota

EVELETH: Eveleth Hardware Co.

Retail (succeeded Lees Hardware Co.), 1 to 9, 11 to 15, 18, 20, 22, 23, 24, 26 to 34, 36, 38 to 41, 43, 44.

TWO HARBORS: C. W. Shoop.

Retail (succeeded Two Harbors Hardware Co.), 1 to 5, 7, 11 to 14, 18, 26, 27, 28, 30, 33, 36, 38, 41.

Missouri

NEOSHO: Wm. T. Matters.

Retail (added Hardware), 1 to 5, 7, 10, 12, 14, 18, 20, 21, 24, 26, 29 to 33, 36, 38, 40, 41.

RAYTOWN: Wm. Jennings & Eiche.

Retail (formerly Wm. Jennings), 1, 3 to 9, 12, 13, 14, 18, 20 to 23, 27, 28, 30, 31, 33, 34, 36 to 39, 41.

ST. LOUIS: The New Paddock-Hawley Co.

Wholesale (formerly Paddock-Hawley Iron Co.), 2, 3, 7, 17, 23, 25, 27, 29.

Montana

EUREKA: McIntosh Hardware Co.

Retail (opened new store), 1 to 14, 32 to 38, 40, 41, 43, 44.

Nebraska

LONG PINE: Castle & Laederach.

Retail (formerly J. C. Castle).

McCOOK: McCook Hardware Co.

Retail (succeeded W. T. Coleman), 1 to 14, 18 to 27, 30 to 36, 38, 40, 41.

MITCHELL: Mitchell Merc. Co.

Wholesale and retail (bought hardware business of C. F. Johnson), 1, 3 to 10, 12, 14, 18, 21.

PLATTSMOUTH: H. L. Asemissen & Sons.

Retail (formerly Asemissen & Loucks), 1, 3 to 6, 8, 14, 18, 19, 22, 23, 25, 28, 30, 31, 33, 36, 38, 41, 43.

New York

AUBURN: John H. Post.

Retail (formerly Post & Duncan), 1 to 8, 10, 13, 14, 17, 18, 19, 22, 23, 24, 26, 27, 28, 32 to 36, 38, 40.

LITTLE FALLS: J. G. Burney.

Retail (formerly Burney Bros.), 1 to 4, 7, 8, 12 to 17, 22, 25, 26, 29 to 36, 41, 43, 44.

North Dakota

MANDAN: C. A. Heegaard Hardware Co.

Retail (formerly C. A. Heegaard), 1, 3 to 8, 10, 12, 14, 15, 18, 19, 22 to 26, 29 to 36, 38, 40, 41, 43.

Ohio

CINCINNATI: Bremfoerder Hardware & Iron Co., 2111 Central ave.

Wholesale and retail (formerly A. H. Bremfoerder), 2, 3, 10, 14, 17, 23, 29, 32, 34, 41.

COLUMBUS: Frank P. Hall Co., 191 South High st.

Retail (succeeded L. C. Mithoff), 1 to 4, 7, 12, 13, 14, 17, 24, 26, 27, 28, 30, 31, 33, 34, 36, 40, 41.

Oklahoma Territory

CLINTON: Brown & Robinson Co.

Retail (opened new store), 1, 3 to 7, 12, 14, 26, 27, 31, 37, 38, 40.

DILL: Davis & Darnell.

Retail (formerly Hatchett & Darnell), 1 to 10, 12, 14, 18, 20, 21, 25 to 33, 35 to 38, 40, 41.

Oregon

LEBANON: Everett, Kyle & Epperly.

Retail (formerly Everett & Kyle), 1 to 41, 43, 44.

SPRINGFIELD: C. H. Pickett.

Retail (formerly at Eugene, Ore.), 1 to 8, 10, 12, 13, 14, 18, 22, 23, 25, 29, 30, 31, 33, 36, 38, 41, 43.

Pennsylvania

HARRISBURG: Harrar & Chamberlin, 323 Broad st.

Wholesale (formerly R. P. Chamerblin).

MINERSVILLE: F. W. Sanner.

Wholesale and retail (opened new store), 1 to 8, 10, 12 to 41, 43, 44.

READING: E. R. Snyder.

Wholesale and retail (succeeded J. B. Ganter), 1 to 7, 10, 12, 13, 14, 18, 19, 23, 26, 27, 28, 30 to 34, 36, 37, 38, 40, 41.

Rhode Island

PROVIDENCE: Aspinwall Hardware Co.

Wholesale and retail (formerly Bosworth & Aspinwall).

WOONSOCKET: Woonsocket Supply Co., Inc.

Wholesale and retail (succeeded Fred S. Coburn), 1, 2, 7, 8, 14, 15, 17, 22, 23, 27, 28, 35, 43, 44.

South Carolina

LAKE CITY: Blizzard Hardware Co.

Retail (opened new store), 1 to 14, 18, 20, 23, 25 to 33, 35 to 38, 40, 41, 42, 44.

South Dakota

BRITTON: Jones & McMichael.

Retail (opened new store), 1 to 7, 12, 14, 18, 20, 24, 26 to 31, 33, 36, 38.

Texas

FORT WORTH: Wm. Henry & Co.

Retail (purchased retail hardware department of Wm. Henry and R. E. Bell Hardware Co.), 1 to 7, 9, 12, 14, 18, 23 to 27, 29 to 34, 36, 38, 40, 41.

MIDLOTHIAN: Perry Hardware Co.

Retail (consolidation of Holland & Cooper

and T. C. Perry & Co.), 1 to 9, 11, 12, 14, 17, 18, 20 to 39, 41, 43, 44.

Washington

ASOTIN: M. J. Garrison & Co.

Retail (formerly Brown & Garrison), 1, 4 to 7, 12, 13, 18, 27, 28, 30, 33, 41.

MONROE: Thedinga Hardware Co., Inc.

Retail (opened new store, 1 to 10, 12, 13, 14, 18, 19, 21 to 36, 38, 41, 43, 44.

MONTESANO: McDowell & Phillips.

Retail (formerly T. J. McDowell).

TACOMA: Fuller-Knatvold Co.

Retail (consolidated with Washington Hardware Co.), 1, 2, 3, 5, 11, 12, 14, 18, 19, 23, 26, 29, 30, 33, 34, 36, 38, 40.

Wyoming

COWLEY: Cowley Lumber & Hardware Co.

Retail (new store), 1, 3 to 7, 9 to 14, 18, 20, 21, 26 to 32, 37, 41.

Mexico

MEXICO CITY: The Mexico Mine & Smelter Supply Co.

Wholesale and retail (added Hardware), 1, 2, 3, 7, 8, 9, 13 to 17, 22, 26, 27, 29, 33, 35, 36, 37, 44.

Canada

FERNIE, B. C.: Whimster & Co.

Retail (opened new store), 1 to 7, 10, 12, 13, 14, 18, 19, 20, 22 to 41, 43, 44.

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Do you know who makes any of the following goods? If so, kindly drop us a line, and we shall be glad to reciprocate when opportunity offers:

"PFASE" COMBINATION PLYERS.

"STAR" AUTOMATIC EGG BEATER.

"LIGHTNING" MINCER.

"THEIMS" STEEL GREASE CUP.

"BILLINGS" TROWELS.

"ATLANTIC" BRASS POLISH.

"BOWN'S" HANDY BORING TOOL HOLDERS.

"RAPID" POTATO MASHER AND EGG BEATER.

"SILVERITE" ROOFING.

"AUTO" SPRING WINDER.

"GIBSON" RAISIN SEEDER.

"RADIUM" POCKET LIGHTS.

"STEWART" MITRE BOX.

Dimension Slate makers.

Manufacturers of Natural Gas appliances.

What is the address of Frear Novelty Company?

Who makes Show Case Hangers and Rail?

Where can we get Well Casing Dies and Taps?

What is the address of Seaboard & Co., makers of Emery Wheels?

Who makes a pipe-handle post hole digger, made on the lines of a crow-bar, with end flattened?

Mix Together

Reputation, skill, care, honesty and up-to-dateness, and the result would be a piece of silver bearing the trade-mark that is known wherever silver plate is known :

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(Only in Berry Spoons and Cold Meat Forks.)



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Write for our announcements, including cuts and type matter for use in your local newspaper.

We also furnish handsomely illustrated circulars, with name of dealer imprinted, for free distribution.

Ask, too, for our catalogue of electrotypes.

THE MYSTIC PATTERN



INTERNATIONAL SILVER CO.

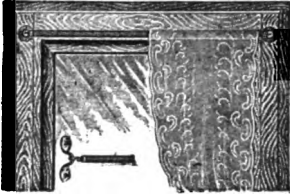
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New York Warerooms: 9-11-13 Maiden Lane

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Patented June 24, '08; Jan. 6, '08.
Also protected in Foreign Countries.

Barrett Flexible Curtain Rod



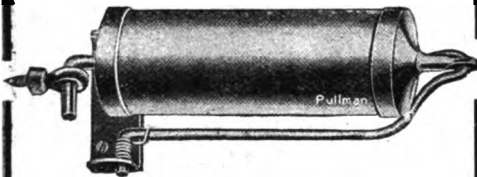
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Over One Million Already in Use

These rods are immediately adjustable to windows of all width, sizes and shapes. They are unequalled for Curtain Rods, Sash Rods, Sham Holders, Valance Holders, etc. in constant demand at large profits, and a very desirable addition to any business. Write at once for full particulars and special prices.

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No other Check so perfect in principle and material, or so satisfactory as to working and wearing qualities.

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Manufacturer of all kinds of
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Tubular



Wheel Barrows

for railroad, coal, stone,
mortar and garden use.

THE JARVIS Fishing Coat



sells readily wherever waders are worn. It's short, and has pockets for everything needed on the stream, including a knapsack pocket on the back for carrying lunch or shoes. Just laps over top of waders. Contents of pockets high and dry.

Made in Army khaki and 8 oz. Tan

Duck. To retail at \$3.50 and \$5.00. Liberal margins to jobbers and dealers.

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for use with live, salted or pickled minnows.

The Draught is on the Head. The Hook close to the Tail. The Best Seller Ever Offered. Retails at \$1.00 per dozen. Liberal profits to jobbers and dealers. Let us send samples of these two specialties with prices.



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50¢ ~ 75¢ ~ \$1.50

The Best at the Price.

Sample to dealers at wholesale price.

Express prepaid. Catalogue free.

ROLLMAN MFG. CO. MT. JOY, PA.

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There is not the slightest suggestion of mystery connected with the instant success of **WYNNS BLACK SILK STOVE POLISH** wherever it is given a chance to show its "true inwardness." These are the facts "boiled down:"

- 1.—It imparts to a stove or range a polish that for brilliant lustre—indeed, for a positive "sheen" is simply a class by itself.
- 2.—It leads all other preparations in the "staying-power" of its lustre.

- 3.—By reason of the amount of work it does, the lasting powers of its polish, and the facts that it will neither dry up, nor rust through its can 'tis actually the cheapest Stove Polish in existence.

For a little "Soon-Over" circular, address

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 97 Blackstone Street, Boston, U. S. A.
 Factory at Sterling, Illinois, U. S. A.

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We make the attractive, easy-to-mount kind demanded by the dealer.

The kind that ornaments the door or store front as well as advertises the goods handled by the retailer.

Our method pays both manufacturer and dealer alike, nothing so good as our

READY TO MOUNT SIGNS

(Paint and Gold Effects)

Successful Salesmen Should Never be Without Them

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U.S. DECALCOMANIA CO.

CHICAGO

The long experience of its management is at your disposal

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



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A sweeping **decree** and **perpetual injunction**, together with **costs** and **damages** and accounting has been entered against the Frank S. De Roude Co., of New York by the **United States Circuit Court for infringing the fundamental basic Ellis patent No. 714880 on Paint and Varnish Remover.**

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Our Remover is fully protected by license

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Manufacturers of Ad-el-ite Paints and Specialties

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247 PEARL STREET, NEW YORK

85, 87 and 89 OLIVER STREET, BOSTON, MASS



Model 16, Light-Weight 16-Gauge Shotgun. The lightest gun and the lightest load that will do the work, mark the greatest pleasure for the sportsman; the reduced weight of gun and shells to be carried is truly a blessing, readily appreciated by the experienced hunter.

The *Marlin* Model 16 is the only light-weight repeating shotgun made, and so well is it built of selected material, with the special *Marlin* method of boring and choking, that it is actually more effective than most of the 12-gauge guns of a few years ago.

All the features of the famous *Marlin* 12 gauge are present in the Model 16. The solid top and side ejector—the automatic hang-fire safety recoil block—the "Special Smokeless Steel" barrel—the solid matted

rib on the frame—the beautiful hang and finish—but each part is made a little smaller, a little lighter and a little neater.

All the parts of the breech and the closed-in action are made of the time-tried *Marlin* steel drop forgings and are very strong.

The barrel is guaranteed to pattern 240 pellets No. 7½ shot in a 30 in. circle at 35 yards. No quail or woodcock can get through a pattern like this, and for grouse, prairie chickens, teal, wood ducks, squirrels, rabbits, etc., this gun is unsurpassed.

Write TODAY for our Catalog which describes in detail the Model 16 as well as the full *Marlin* line of guns—mailed free for six cents in stamps.

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HARMONICA

THE CHIMEWOOD

Has wooden resonator, which produces a superior mellow tone. Something entirely different from anything ever placed on the market before. A revelation in sweet toned Mouth-Organs.



No. 375. 20 Reeds. In Fine Hinged Box.



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to Show Samples**

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RED STAR ADJUSTABLE BRACKET

For Window
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Will fit any length roller. Used inside or outside of window frame. Roller cannot slip.

**HYGIENIC
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Fits any
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A fast seller.

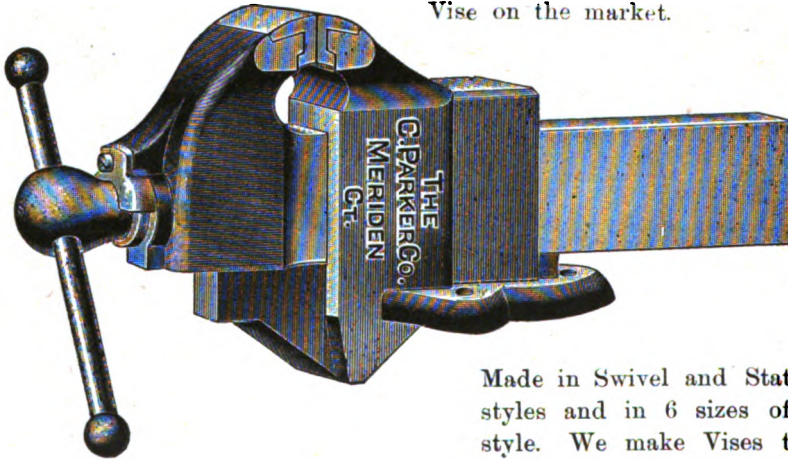
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style. We make Vises to suit

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The kind that gives satisfaction.
Guns that are made to shoot.
Costs little more than the
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Guns that are adver-
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Guns that have a
good reputa-
tion.

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GUN
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How Is Your Stock?

Made in 12 and 16 gauge, 28, 30
and 32 inch barrel.

Decarbonized steel barrel,
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Stubbs Genuine Twist steel
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If you are interested in
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express prepaid.*

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Guaranteed Superior to any other Mullion Window Pulley made. Accepted on Government Buildings. Send for complete descriptive catalogue and price list.

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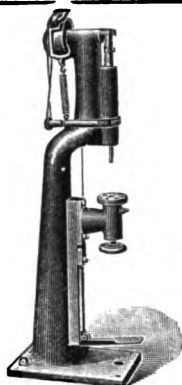
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Galvanized Steel Bottoms

having adjustable Front Flanges,
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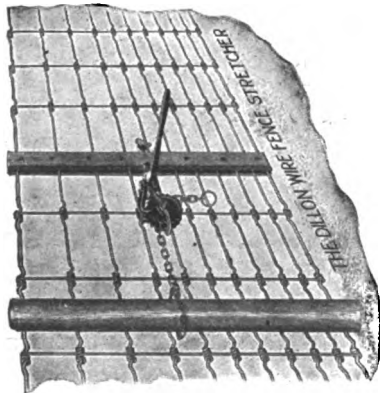
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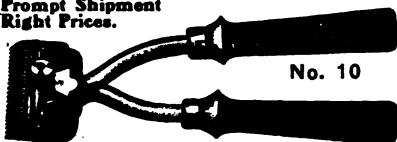
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No. 10

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GATES

Yankee Clipper



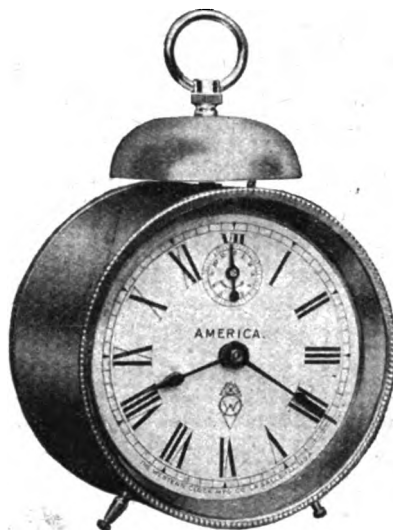
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Coates Clipper Mfg. Co.,

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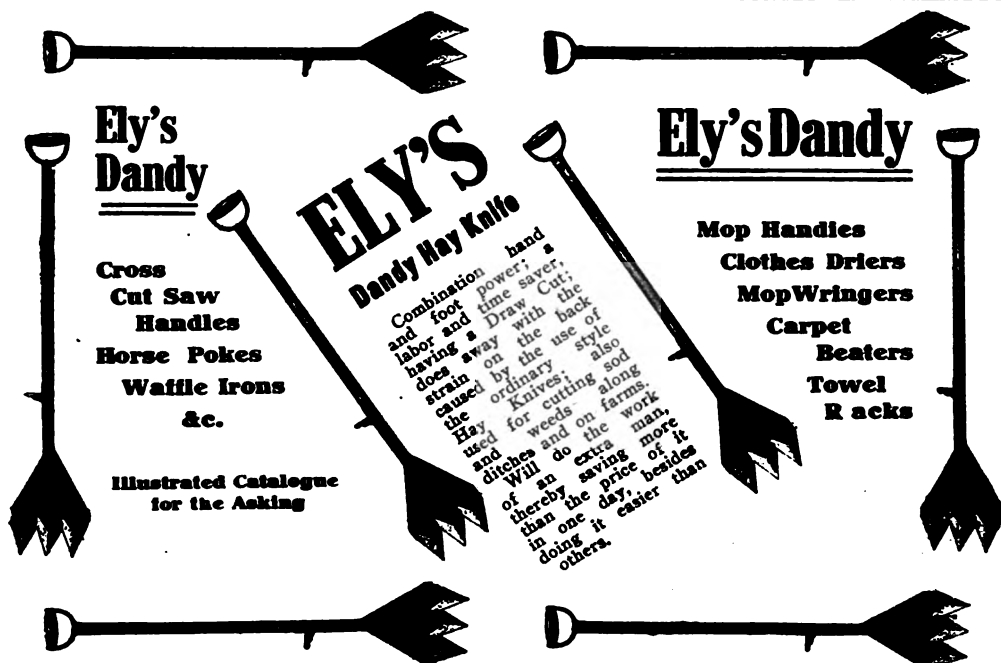
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else pays for.

Ask your jobber or
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THE

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Ely's Dandy

Cross Cut Saw Handles
Horse Pokes
Waffle Irons
&c.

Illustrated Catalogue for the Asking

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Combination power, hand and foot time saver; labor and Draw Cut; does away with the strain on the back caused by the use of ordinary style Hay Knives; also used for cutting sod and weeds along ditches and on farms. Will do the work of an extra man, thereby saving more than the price of it in one day, besides doing it easier than others.

Ely's Dandy

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Clothes Driers
Mop Wringers
Carpet Beaters
Towel Racks

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GIRARD, PA.

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Black Eagle



Hatchets

Hollow Steel Handle.
Oil Tempered Blade.

Riveted under heavy pressure.
No loose Heads.
A fine Cutting edge.
An attractive finish.
A good seller at a good Profit.

Inquire of
your Jobber
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Burgess-Norton Mfg. Co., Geneva, Ills.

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Universally known as the Standard and Best.
 PLACE YOUR ORDERS EARLY; THE DEMAND WILL
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The "Lehman" is positively the best HEATER and COAL advertised

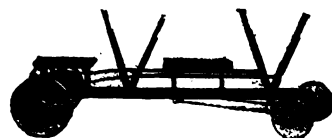
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J. W. ERRINGER, Gen. West Sales Agent, 45 E. Congress St., CHICAGO



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GLASCOCK'S
RACERS



Glascock Racers No. 2. For Two Children 6 to 15 years

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Built for all sized children. Boys and Girls. The strongest and speediest car built. Geared. Has gear wheels encased. Has three different motions. The best advertised line of Hand Cars on the market. We advertise for the Merchants. **The Money-Makers.**

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GLASCOCK BROS.
MFG. CO.,

MUNCIE, INDIANA



Glascock Racers No. 3. For Girls from 6 to 15 years



Glascock Racers No. 4. For Children from 2 to 6 years

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



STOVE POLISH

LIQUID-PASTE-POWDER

High-Grade Polishes which Polish

SEND FOR FREE SAMPLE

STOVE POLISH
for the
MANUFACTURER

STOVE POLISH
for the
DEALER

STOVE POLISH
for the
HOME

Give satisfaction and pay you good profit.

WRITE FOR QUOTATIONS AND CATALOG

A-B Polish Company

SUCCESSORS TO AYLING BROS.

CHICAGO, ILL., U. S. A.

EVERYTHING FOR

AUTOMOBILE
Dealers and Owners.

BICYCLE
Dealers and Builders.

Our Catalog No. 43

Fully illustrates everything of merit,
quality, novelty or necessity, in
wide variety for the
Automobile or Owner.

Bicycle Catalog No. 53

The most complete and carefully select-
ed line of guaranteed Tires and Bicycles,
and all standard up-to-date
Supplies and Tools.

BED ROCK PRICES. PROMPT SHIPMENTS.

EXCELSIOR SUPPLY CO., CHICAGO, ILL.

ESTABLISHED 1876.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

HAM'S

DIAMOND DRIVING LAMP

is Perfect in Every Detail

Elegant in appearance.

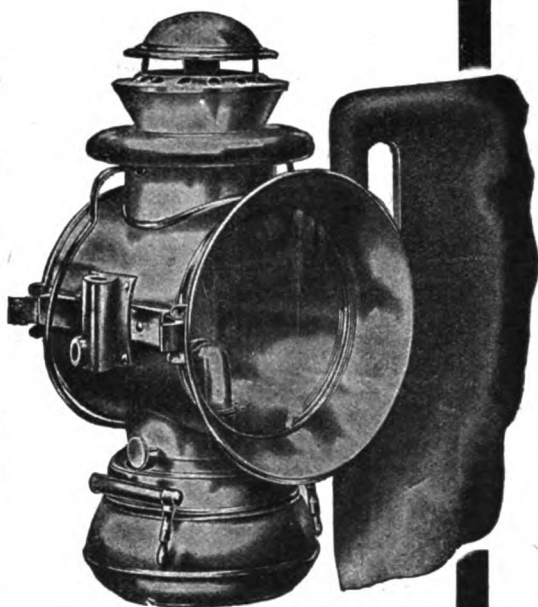
It is the finest built Driving Lamp ever put on the market.

It gives an immense light; the burning qualities are excellent.

It will not flicker or smoke.

Emits no odor, and is guaranteed not to blow or jar out.

The old saying, "A satisfied customer is the best advertisement," holds good every time you sell a Diamond Driving Lamp, as we guarantee satisfaction.



LIST PRICE

Japanned, \$42.00 per doz.
Nickel Plated, 54.00 "

There is great demand for these lamps all over the country, as every driver, especially every Doctor, needs a lamp that will give a good bright light, and one that he can depend on under all conditions. Therefore, if you do not handle this lamp, it will pay you to order in a sample lot.

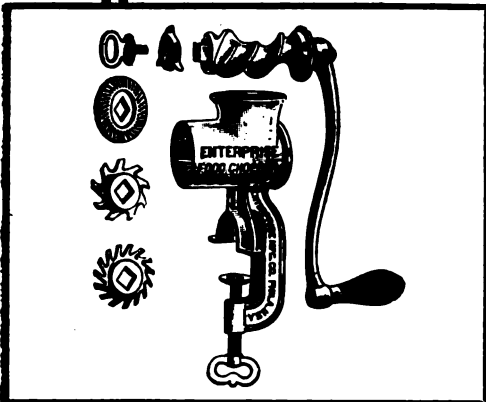
Write for discounts.

Address "Dept. L."

C. T. HAM MFG. CO.

ROCHESTER, N. Y.

ENTER



Surprising, how many people have it on their minds to buy an **Enterprise Food Chopper**.

They've seen the advertising in the magazines, in their mail and in cook books and booklets.

They want an **Enterprise Food Chopper**, have decided to buy one, and they will buy at the first opportunity—*of the dealer who reminds them of it.*

This is your opportunity. Show the goods. Hang up our metal lithographed display. □ Treat your customers to our book of famous old recipes, "The Enterprising Housekeeper" and the business-bringing booklet, "The Cook, Her Critic and" *Advertising at our expense.*

Order from your jobber the new number, No. 202. Thoroughly tinned; has four knives for cutting everything from nut butter to hash; phosphor-bronze bearings.

Write us direct for advertising matter

The Enterprise Mfg. Co.
OF PA.

PHILADELPHIA

**10 Warren Street
NEW YORK**

**318 Market Street
SAN FRANCISCO**

PRIZE

Just glance through the 1906 edition of the Enterprise catalogue and see if you are doing all the business you should with **Meat and Food Choppers**.

From the small family size, at \$2.00, up to a fifteen horse-power electrically-driven Chopper, we can furnish a "knife and plate" Chopper for every possible use.

These are the choppers that first introduced a perfect method of chopping and they have remained for years without serious competition.

They are the only choppers that cut perfectly every tendon and piece of gristle.

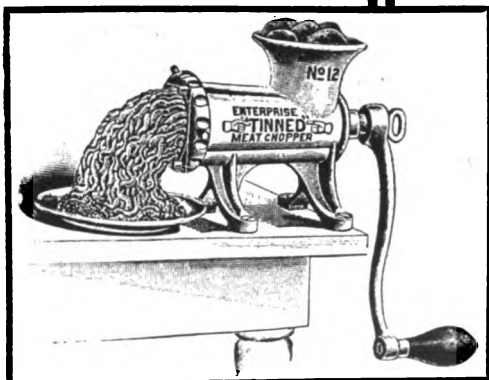
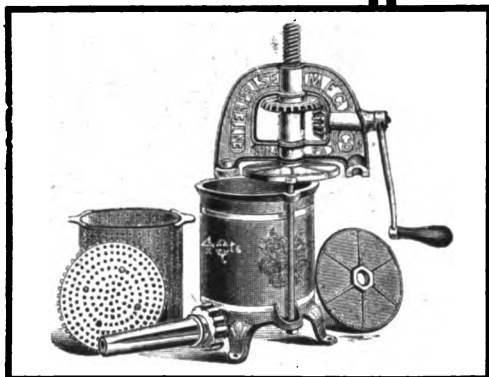
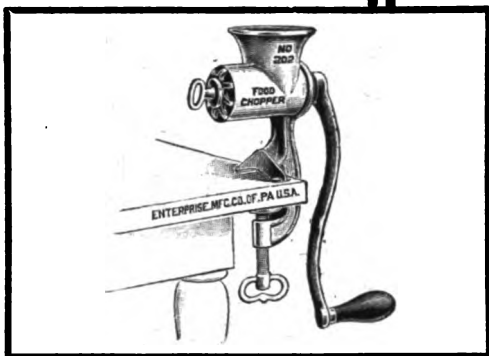
The popular sizes, Nos. 5, 10 and 20, have a wonderfully quick sale to families, boarding houses, hotels and institutions.

The Enterprise Sausage Stuffer, Lard and Fruit Press is bristling with good points and patented features that make it the quickest selling and most satisfactory machine on the market. Are you posted on it, stocked, and prepared with advertising matter to push it?

If you haven't the catalogue, write

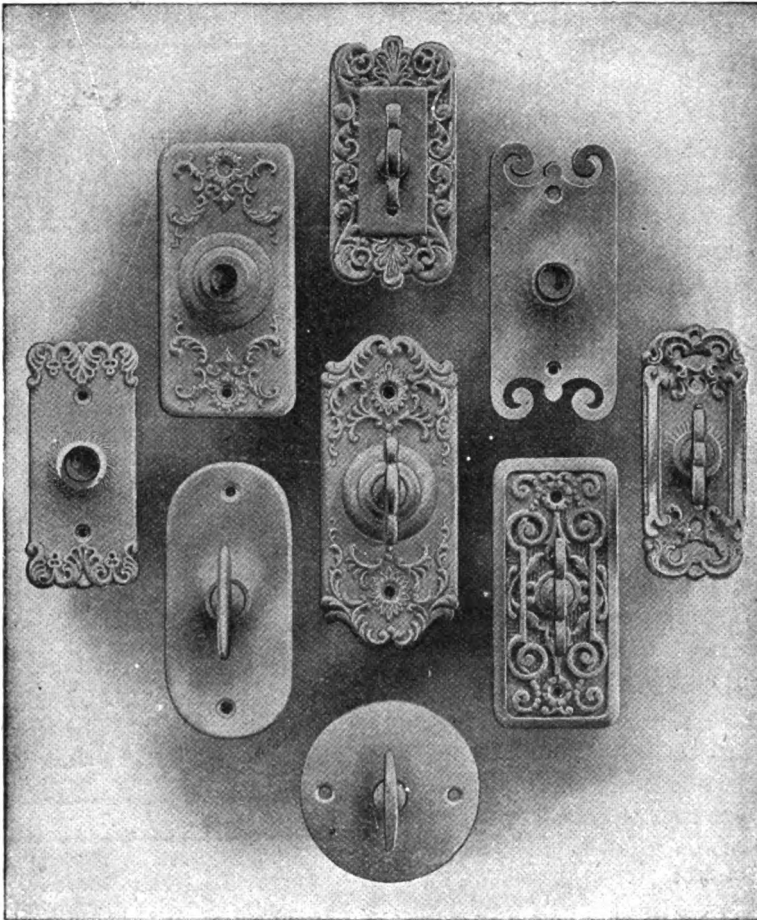
The Enterprise Mfg. Co.
OF PA.
PHILADELPHIA

10 Warren Street 318 Market Street
NEW YORK SAN FRANCISCO



New Departure

Turn Plates and Button Cases



The patterns here shown are only a few of a large assortment. Believing that iron or steel is not suitable for outdoor exposure we furnish in bronze or brass only

A SUPERIOR ARTICLE AT EVEN MONEY

Send For Catalog and Prices

Manufactured by

The New Departure Mfg. Co.

Bristol, Ct.

Selling Agents

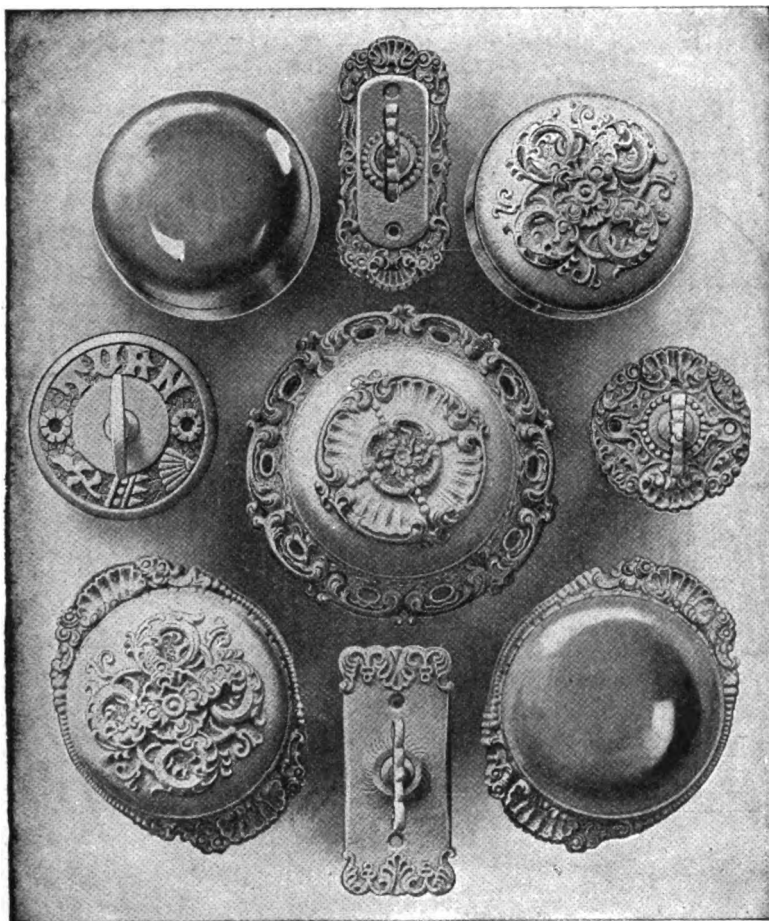
John H. Graham & Co.

New York City.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

New Departure

Rotary and Push Button Door Bells



For perfection in design, finish and mechanism our New Departure Bells are

INCOMPARABLE

Send For Catalog and Prices

Manufactured by

The New Departure Mfg. Co.

Bristol, Ct.

Selling Agents

John H. Graham & Co.

New York City.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

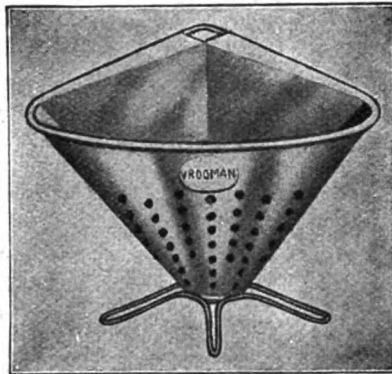
VROOMAN'S PEERLESS PATENT SANITARY SINK STRAINERS

Are now made and distributed by

THE ANDREWS WIRE AND IRON WORKS
ROCKFORD, ILL.

Send your orders direct to them for either **PLAIN TIN, JAPANNED TIN or VITREOUS ENAMELED.**

**KEEPS
SINK
CLEAN**



**Utility
Quality
Durability
Adaptability**

NEAT AND VERY ATTRACTIVE
CAN BE USED IN ANY SINK WITH STAND



Its Utility and Superiority are Well Known
We are also makers of a large line of wire goods.

Wire Baskets

For every purpose where free circulation of air is needed

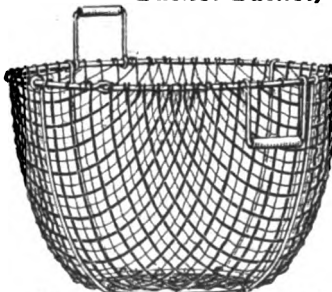
Half Bushel Basket, No. 93-1.



The Whole Basket Galvanized after it is made, thus uniting all the wires.

Made of one inch mesh cloth (all one piece)
No. 14 Wire.
Frame work and drop bail handle. No. 6 Wire ($\frac{3}{16}$ inch)

Bushel Basket, No. 95-2.



side drop handles, fitted with pail roll handles. Galvanized after making.

Made of one inch mesh cloth (all one piece).
No. 13 Wire.
Top Ring No. 4 Wire ($\frac{1}{4}$ inch).
Bottom ring and Frame Wire No. 6.

As shown in illustration this basket is supplied with two

ANDREWS WIRE AND IRON WORKS
FACTORY STREET **ROCKFORD, ILL.**



OAKMAN SELF-LIGHTING BURNER



THE

BURNER
YOU
HAVE
BEEN
LOOKING
FOR



Safe

RELIABLE

LARGE
ECONOMIES

ATTRACTIVE
PRICES

STYLE D 33

THE BEST SELF-LIGHTING BURNER
EVER OFFERED


Write for our New Catalog

OAKMAN MANUFACTURING CO.

84-86 CHAMBERS STREET
NEW YORK



**COLD-PUNCHED NUTS,
SMALL RIVETS AND BOLTS**
Quality—Accuracy—Finish
Garland Nut and Rivet Co., Pittsburgh, Pa.



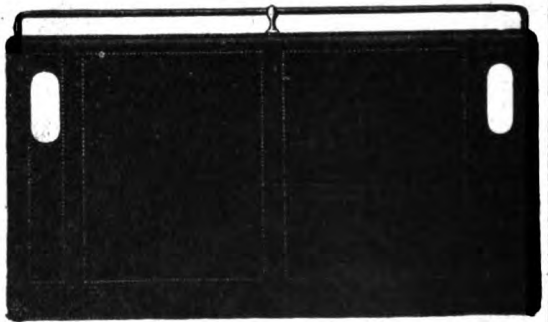
G. C. & E. P. TOWNSEND CO.
NEW BRIGHTON, PA.
MANUFACTURERS OF
**RIVETS, WIRE
AND WIRE NAILS.**



**McKINNON DASH
COMPANY, BUFFALO, N. Y.**
Troy, O. Cincinnati, O. St. Catharines, Ont.

DASHES, FENDERS

ROLL UP STRAPS AND
PROP BLOCK WASHERS




"PERFECT" ICE CREEPER

Thoroughly Good
Made of Cold Rolled Steel Galvanized,
Spikes made of Hardened Steel.
Fastened to the shoe with Automatic Adjusting Web.
NO RUBBER OR ELASTIC
Positively best creeper made specially for slippery pavements.
Put on in an instant, taken off in less time. Ask your jobber.
BLAIR HUSKING GLOVE COMPANY, Bucyrus, Ohio

SHELBY SEAMLESS STEEL TUBING
*Greatest Strength—Least Weight
Saves using Solid Stock.*

SEND SPECIFICATIONS—WE QUOTE PRICES.
SHELBY STEEL TUBE CO. General Sales Office PITTSBURG, PENN.
BRANCH OFFICES—NEW YORK—CHICAGO.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Manning, Bowman & Co.

MERIDEN, CONN.

NEW YORK: 25 West Broadway.

CHICAGO: 158 State Street.

"METEOR"

Circulating Coffee Percolators

CHAFING DISHES,

(With Patent "Ivory" Enamelled Food Pans).

BAKING DISHES,

TEA AND COFFEE POTS,

HOTEL WARE,

BATH ROOM FURNISH-
INGS, ETC.

ALWAYS Insures Delicious Coffee and
SAVES ONE-THIRD

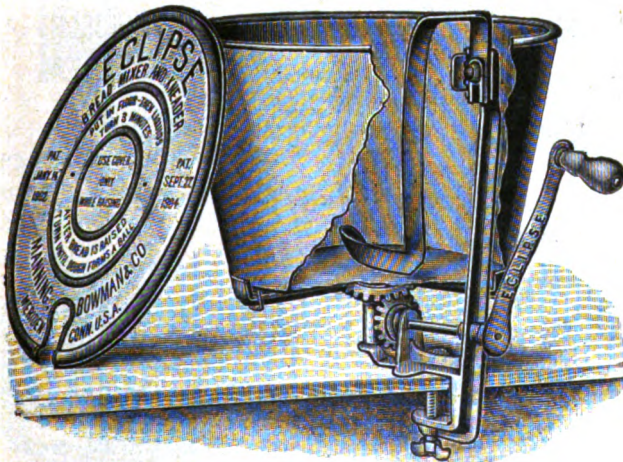
(Equally desirable
for making Tea.)



Sectional View.

Made also in Urn style with Alcohol lamp for use on
the table.

"ECLIPSE" Bread Maker



Sectional View.

Simple in Construction.

Perfect in Operation.

Easiest to Clean.

Will mix and knead from
ONE to EIGHT
Loaves of Bread in

**Three
Minutes**

Without putting a finger
to the Dough.

Bear in Mind—That it is the only machine that
ACTUALLY KNEADS DOUGH BY COMPRESSION
Therefore makes Best Bread.

Catalogue No. 40 H shows complete line.

OLDEST

ESTABLISHED 1838

LARGEST

THE FRANK MILLER CO.

Manufacturers of the Preparations for Use on Harness Known as

"The Standard of the World"

Highest Awards, Centennial, 1876
Highest Awards, World's Fair, 1893



Harness Dressing

HARNESS OIL.

Preserves and softens the leather, consequently adds life. Compounded with pure neatsfoot oil.

The very best article of its kind. Unequaled for use by both manufacturer and owner of harness.

I. X. L. HARNESS OIL.

Second in quality only to our Frank Miller Harness Oil. Superior to all others.



Carriage Top Dressing.
Gives an elastic, durable water-proof gloss and is positively safe to use on finest stock.



EDGE, COLLAR AND HARNESS INKS



AXLE OIL.

Superior to Castor Oil; lasts longer and will not gum.



HARNESS SOAP.

Unrivaled for cleaning and softening the leather, absolutely pure.



Our preparations are uniform in quality and the quality the best.



The Frank Miller Co.

OFFICE AND FACTORY

349 and 351 West 26th St., NEW YORK, U. S. A. Tower Chambers, Moorgate, LONDON, E. C.

EUROPEAN OFFICE

Send for Price List and Catalogue.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Manila and Sisal Rope



We have for prompt shipment a large stock of rope in Chicago.

We can make some low prices.

H.Channon Company.
Chicago.

"Columbian" and "Eureka"



Manila and Sisal . . . **ROPE**

Oil Well Cordage
Transmission Rope
Hay, Hide and Bale Rope
Tarred Lath and Fodder Yarn
Jute and American Hemp Twines

Agencies in All Principal Cities

Columbian Rope Co.
AUBURN, N. Y.

PATENTED ARTICLES
OF

MALLEABLE IRON

Hammer's Malleable Iron Hand Lamps.



SCREW KEROSENE SIZE.

Hammer's Adjustable Clamps,
Malleable Iron Hand Lamps
M. I. Hanging Lamps.

New Pattern Heavy Screw Clamps

Strongest in the Market

For Sale by all the principal Hardware Dealers.

SEND FOR PRICE LIST.

MALLEABLE IRON CASTINGS of superior quality,
and Hardware Specialties in Malleable Iron, made to order.

HAMMER & CO., Branford, Conn.

Anniston

SASH CORDS

and CLOTHES LINES

are the standard high quality Cords of America. They sell on sight and stay sold. Progressive dealers find them the most profitable and satisfactory lines on the market.

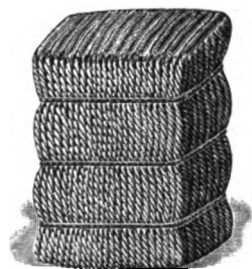
Also Cordage, Twines and Contractors' Supplies of every description.

GEO. B. CARPENTER & CO.
200-208 S. WATER ST., CHICAGO

Established 1840.



MANUFACTURERS OF
COTTON



TWINES, MOPS, WASTE
WICK, SASH CORD, AND CLOTHES LINES



ESTES
MILLS

Fall River, - Mass.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

SILVER LAKE

OUR NAME IS STAMPED ON THE CORD

The **SILVER LAKE**

Solid Braided

**Rope, Sash Cord, Railroad Bell Cord, Trolley Cord,
Masons' Lines, Chalk Lines, Clothes Lines, Etc.**

Recognized Standard since 1868

Silver Lake Sash Cord is made from fine yarn, perfectly braided and smoothly finished by experienced workmen, thus filling every requirement of a good cord.

The man who knows the good and bad points of all cords buys Silver Lake.

The Best is the Cheapest

The Best is What You Want

Send for our Catalogue

THE SILVER LAKE CO.

78 Chauncey Street,

BOSTON, MASS.



"PLYMOUTH" ROPE

1906

FOR 82 YEARS THE WORLD'S BEST

1824

Eighty-two years is a long time for a business to live and grow. That

82

our business has done that and is *still growing* is proof positive of at least one thing. That is that "Plymouth" goods are *right* in every particular. The people who realize this are keeping our machinery moving lively, and others are finding it out daily.

"Plymouth" goods are always uniformly high grade and the conditions of manufacturing and marketing are such that they are also in reality cheaper.

Don't bother with poor rope—"Plymouth" means "economy for the user, satisfaction for the dealer." Write us and we will tell you how to get our rope quickly and conveniently.

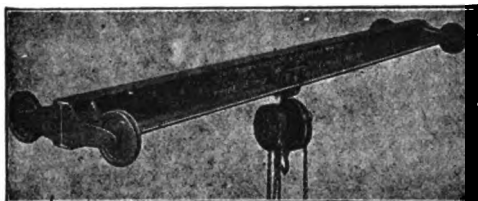


Plymouth Cordage Co.

382 Court Street

North Plymouth - - Mass.





Light Cranes for Hardware Stores.

Light cranes should be installed in hardware stores for handling stoves, furnaces and other heavy things. They run on tracks on the sides of the room, and may be installed even in old buildings.

Where a Triplex Block furnishes the lifting, it pretty well covers the floor area, lifting the load over a full floor and holding it automatically at any point. When not in use the whole thing is up and out of the way.

It also serves as an object lesson to your customers, for the light traveling crane with Triplex Blocks is used in warehouses, stone yards, machine shops, boat houses, power plants, storage yards, etc. In most towns there should be many cranes, trolleys and chain blocks sold every year.

It ought to pay you to go after this business. Put in a small stock of blocks.

There is no charge to go over the matter with us, and see just what can be done in your vicinity.

Write us, mentioning this advertisement.

**THE YALE & TOWNE
MANUFACTURING CO.,**

9 Murray Street, - - NEW YORK.

SNOW FLAKE AXLE GREASE

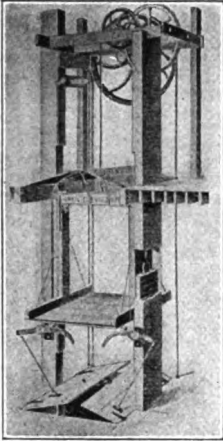
TRADE MARK

*The Grease to Buy The Grease to Sell
The Grease to Use*

THE SNOW FLAKE AXLE GREASE CO.

MANUFACTURERS

FITCHBURG, MASS.



ELEVATORS

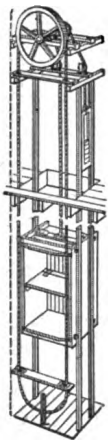
AUTOMATIC HATCH DOORS DUMB WAITERS

And all Appliances
for Same

Manufactured by

**O'Neill
Elevator Co.**

928 Cherry Street,
PHILADELPHIA, PA.
Send for Catalog



Dumb Waiters AND Hand Elevators

Of the Most Improved Auto-
matic Construction

Trunk Lifts, Invalid Lifts, Carriage Ele-
vators, Sidewalk Elevators, Freight
Elevators, Hatchway Hoists.

**SEDGWICK
MACHINE WORKS**

84, 86, 88 Carroll Street,
POUGHKEEPSIE, N. Y.

128 LIBERTY ST., NEW YORK

Catalog on Application. Estimates
on Request

IMPROVED Quick and Easy Rising Steam,
Electric and Hand Power

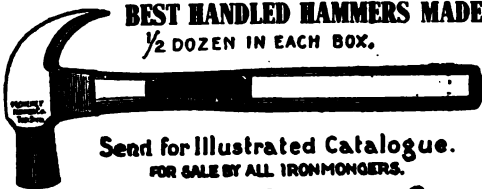
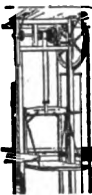
ELEVATORS

KIMBALL BROS.

900 Ninth Street, Council Bluffs, Ia.
SEND FOR CIRCULARS

Kimball Elevator Co., 239 Vincent St., Cleveland, O.

Branch Offices { 20 Cedar St., New York
108 Eleventh St., Omaha



BEST HANDLED HAMMERS MADE
1/2 DOZEN IN EACH BOX.

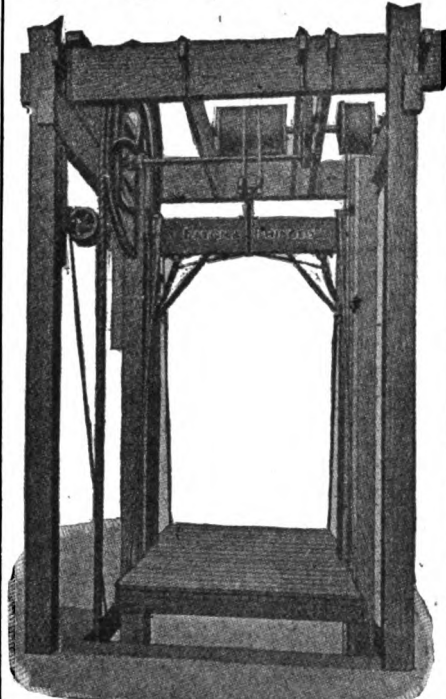
Send for Illustrated Catalogue.
FOR SALE BY ALL IRONMONGERS.

Henry Cheney Hammer Co.
LITTLE FALLS, N.Y., U.S.A.

ADZ-EYE NAIL HAMMERS

**Machinists' Hammers, Tinnerns, Blacksmith,
Farriers, Riveting.**

New Light on an Old Subject



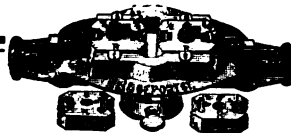
Center Lift Hand Elevator

To Hardware Dealers

Do you know that **EATON & PRINCE**
you can install an **Hand Power Elevator** yourself without expense
except the services of an ordinary mechanic? Just
think what we save you. Our elevators are
dependable and safe, they are *made wholly in*
our own factories and thoroughly tested by ex-
perts. They are *noiseless*, easily operated and
absolutely will not bind on the guides. Send today
for BOOKLET NO. 44.

EATON & PRINCE COMPANY

CHICAGO, ILL.



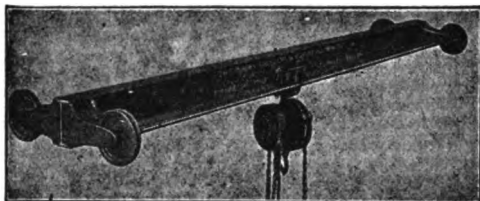
The Standard of the World.

The Genuine Armstrong Stocks and Dies
have maintained their popularity for many
years. Do not accept "Armstrong Pattern."
Accept only the GENUINE.

Complete Catalogue Free upon request.

THE ARMSTRONG MFG. CO.

291 Knowlton St. Bridgeport, Conn.



Light Cranes for Hardware Stores.

Light cranes should be installed in hardware stores for handling stoves, furnaces and other heavy things. They run on tracks on the sides of the room, and may be installed even in old buildings.

Where a Triplex Block furnishes the lifting, it pretty well covers the floor area, lifting the load over a full floor and holding it automatically at any point. When not in use the whole thing is up and out of the way.

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Write us, mentioning this advertisement.

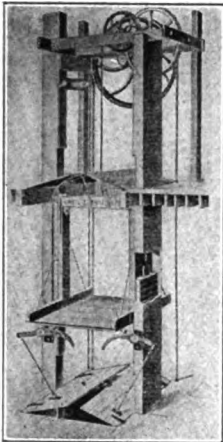
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9 Murray Street, NEW YORK.

SNOW FLAKE AXLE GREASE
TRADE MARK

*The Grease to Buy The Grease to Sell
The Grease to Use*

THE SNOW FLAKE AXLE GREASE CO.
MANUFACTURERS
FITCHBURG, MASS.



ELEVATORS

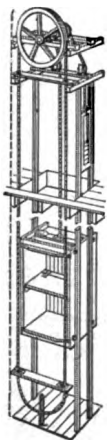
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And all Appliances
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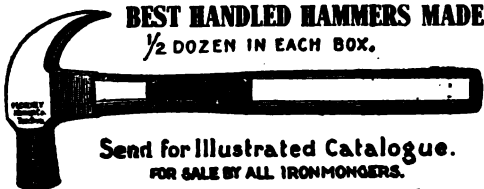
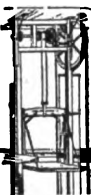
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SEND FOR CIRCULARS

Kimball Elevator Co., 239 Vincent St., Cleveland, O.

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BEST HANDLED HAMMERS MADE
 $\frac{1}{2}$ DOZEN IN EACH BOX.

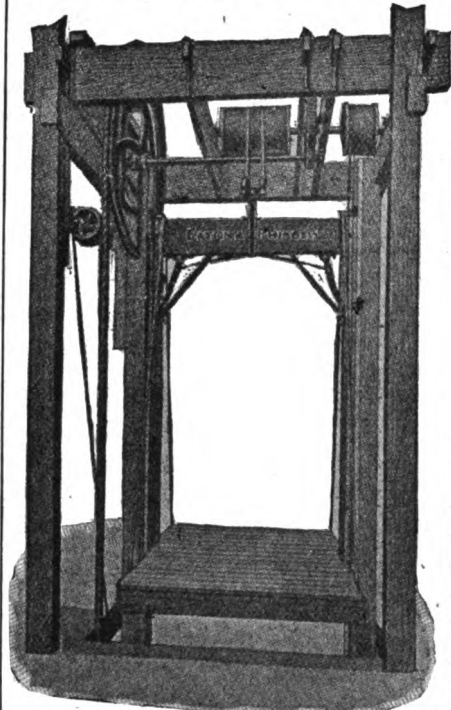
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FOR SALE BY ALL IRONMONGERS.

Henry Cheney Hammer Co.
LITTLE FALLS, N.Y., U.S.A.

ADZ-EYE NAIL HAMMERS

Machinists' Hammers, Tinnerns, Blacksmith,
Farriers, Riveting.

New Light on an Old Subject



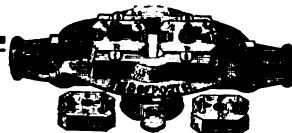
Center Lift Hand Elevator

To Hardware Dealers

Do you know that you can install an **EATON & PRINCE** Hand Power Elevator yourself without expense except the services of an ordinary mechanic? Just think what we save you. Our elevators are dependable and safe, they are made wholly in our own factories and thoroughly tested by experts. They are noiseless, easily operated and absolutely will not bind on the guides. Send today for BOOKLET NO. 44.

EATON & PRINCE COMPANY

CHICAGO, ILL.



The Standard of the World.

The Genuine Armstrong Stocks and Dies have maintained their popularity for many years. Do not accept "Armstrong Pattern." Accept only the GENUINE.

Complete Catalogue Free upon request.

THE ARMSTRONG MFG. CO.

291 Knowlton St. Bridgeport, Conn.

MORE THAN 1200
=====Different Kinds of=====
HARDWARE ELECTROTYPES

Original Designs for Advertising Purposes.
 Catalogue No. 4 with Supplement ready
 about Sept. 1st. Yours for the asking.

THE POWERS PUBLISHING COMPANY.

Special Service in Hardware Advertising.

NORWALK, OHIO.



LOUDEN GOODS

Hay Carriers, Hay Forks, Hay Slings
 Hay Rack Irons.

BARN DOOR HANGERS

Feed and Litter Carriers, Self Opening Ice
 Tongs, and other Hardware Specialties.
 "Positively no goods sold to Catalogue
 Houses." Send for Catalogue.



LOUDEN MACHINERY CO.

Fairfield, Iowa

BUY a "UNION" hand power ele-
 vator which can be easily
 erected by your own me-
 chanic (as we furnish Blue
 Print and instructions with every outfit)

AND

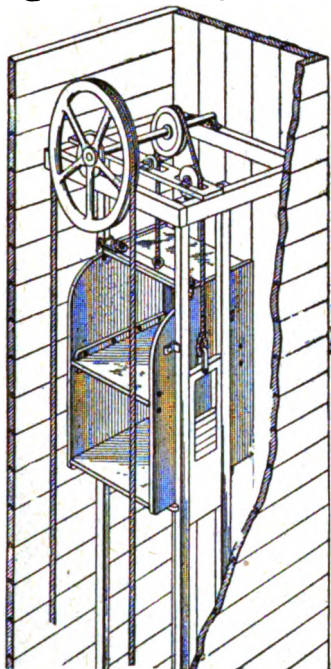
You will have everything **good, dependable,**
noiseless and **easy in operation** that can
 possibly be put in a lift.

IN "UNION" [ELEVATORS] THERE IS STRENGTH

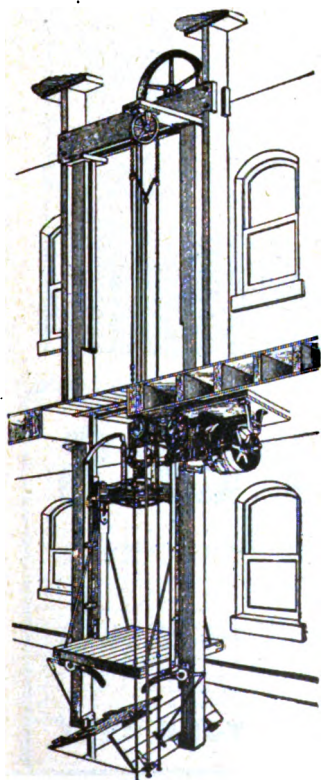
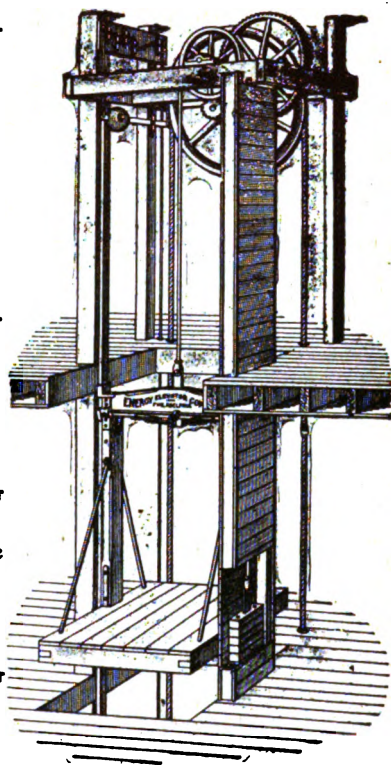
UNION ELEVATOR & MACHINE CO.

144-6 Ontario Street. Chicago, Illinois, U. S. A.

We shall be glad to send you Catalog describing

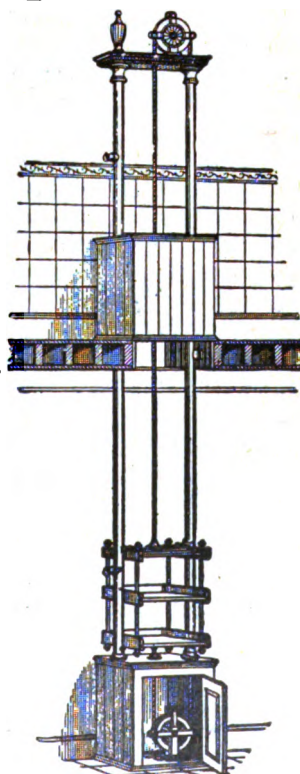


- The Little Beauty Dumb-Waiter
- The Rapid Transit Dumb-Waiter
- The Energy Dumb-Waiter
- The Little Giant Dumb-Waiter
- The Side Post Hand Elevator
- The Back Guide Hand Elevator
- Hand Power Passenger Elevator
- Carriage or Warehouse Elevator
- Belt Power Elevators
- Basement Lifts
- Power Attachments for Hand Elevators



ENERGY ELEVATOR COMPANY

406 Cherry Street
Philadelphia, Pa.
U. S. A.



BUY POULTRY NETTING, WINDOW SCREEN CLOTH, ELECTRICALLY-WELDED
WIRE FABRICS, WIRE MATS, OR

ANYTHING MADE FROM WIRE.

From the manufacturer who guarantees the quality and can ship the goods when required.
We manufacture every description of WIRE CLOTH, NETTING, FENCING and PER-
FORATED METAL, including the following specialties:

"CLINTON" BRAND

Painted, Figured and Landscape Cloth

Fire-Proof Wire Lath

Electrically-Welded Wire Fabrics

Our "POMPEIIAN" BRONZE Window Screen Cloth requires no paint or varnish, will not rust and is
unexcelled in durability and finish. Ask your hardware dealer for these goods.

"SILVER FINISH" BRAND

Window Screen Cloth

Poultry Netting

Galvanized Cloth

Manufactured only by

CLINTON WIRE CLOTH COMPANY


Clinton, Mass.

Boston

New York

Chicago

San Francisco



Buffalo Wire Works Co.,
BUFFALO, N. Y.



BUILDING PAPERS

A line of all grades suitable for the Hardware and Building Trades

Write for SAMPLE BOOK and prices

C. B. HEWITT & BROTHERS

HEADQUARTERS FOR HARDWARE WRAPPING PAPERS
AND WOODWORKING GLUES

48 Beekman Street

NEW YORK CITY

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PEARL WIRE CLOTH
 Wears four to five times longer than painted
 window screen cloth.
 All genuine has copper wire selvages.
 MANUFACTURED BY
THE GILBERT & BENNETT MFG. CO.
 GEORGETOWN CONN. - NEW YORK - CHICAGO - KANSAS CITY



WRIGHT WIRE COMPANY 219 KINZIE STREET
 CHICAGO
 WORCESTER, MASS. Makers of
WIRE CLOTHES LINES

WRIGHT WIRE CO.

WIRE LOCKERS

of every description.

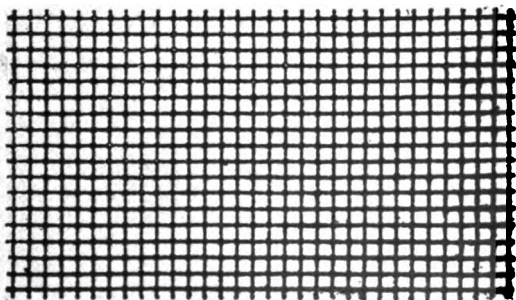
WIRE of all kinds, POULTRY NETTING, WIRE
 CLOTH, STAPLES, RIDDLES, COAL SCREENS,
 WIRE GUARDS, BANK and OFFICE RAILINGS,
 ELEVATOR CABS and ENCLOSURE and other
 Wire Goods.

The Old Reliable—Always Satisfactory



Poultry Netting
 Farm and Lawn Fencing
 Window Screen Wire Cloth
 Coal Screens

All kinds of Wire Cloth—From all kinds of wire
THE NEW JERSEY WIRE CLOTH COMPANY
 TRENTON, N. J.



WHY NOT BUY DIRECT

OF THE MANUFACTURERS
Galvanized Hex Nettings
Wire Cloth, all kinds
 Fly Screen Cloth, Painted, Galvanized
 or Bronze.

Screens,
 Coal, Ore or Sand.

Riddles
 Hardware, Foundry and Coal.

Quality right, Prices right. Write for them

THE LUDLOW SAYLOR WIRE CO.
 ST. LOUIS, MO., U. S. A.

*Quality
Sells*

WHEN HENRY DISSTON WAS ASKED THE QUESTION:

"WHAT DO YOU PUT IN YOUR SAWS?"

HE REPLIED:

"GOOD STEEL AND HONEST WORK."

UPON THIS FOUNDATION IS BUILT DISSTON QUALITY.



"IF YOU WANT A SAW IT IS BEST TO GET ONE WITH A NAME ON IT THAT HAS A REPUTATION. A MAN WHO HAS MADE A REPUTATION FOR HIS GOODS KNOWS ITS VALUE AS WELL AS ITS COST AND WILL MAINTAIN IT."

**ESTABLISHED
1840**

**HENRY DISSTON & SONS, Inc.,
PHILADELPHIA, PA.**

Don't try to make a poor Hack Saw do the work of a good Blade.

You can't get blood out of a stone.

There's no way you or your customers can make a cheap Hack Saw do the same amount of work, or the same class of work as a UNIVERSAL or UTILITY Hack Saw.

UNIVERSAL and UTILITY Hack Saws are made for hard service—and never fail.

Shall we send our booklet and prices?

**West Haven Manufacturing Co.,
New Haven, Conn.**



Beware of infringing goods of short measure.

CARY'S Universal Box Strapping

Also manufacturers of all kinds of Wire Box Strapping, Corner Fasteners, Etc.

CARY MANUFACTURING CO.

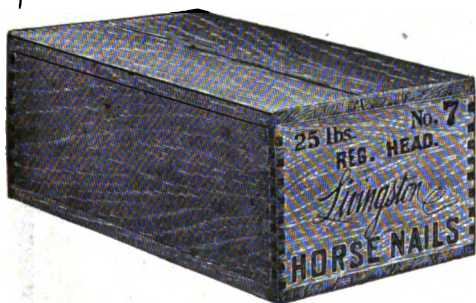
19 and 21 Roosevelt St., NEW YORK

Cable Address: "CARLEIO"

Telephone: 1445 FRANKLIN



STERLING HACK SAWS
SELL AND STAY SOLD
ARE
SATISFACTORY TO USERS
ARE
OLD AT ONE FIXED PRICE
ARE
OLD THROUGH THE TRADE ONLY.
IF YOU WANT RETURNS FOR YOUR TIME AND TROUBLE
SELL STERLING BLADES.
DIAMOND SAW & STAMPING WORKS, BUFFALO, N.Y. U.S.A.



The name stands for perfection in Horse Nails
LIVINGSTON NAIL CO.,
104 Reade Street, New York

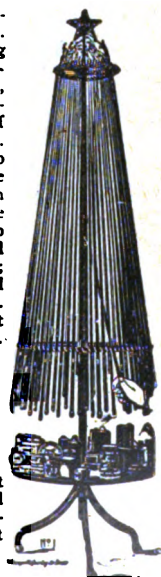
The
"VICTOR"



Write to-day for samples
MASSACHUSETTS SAW WORKS
CHICOPEE, MASS.

Goods Well Displayed Are Half Sold When On Best Portable Revolving Whip Rack and Display Stand

Ornamental as well as useful. Displays from 1/2 to 1 1/2 Gross Whips. Has a Revolving Shelf for Displaying Oils, Grease, Soap, Dressing, Powders, Liniments, Gall Cure, Combs, Brushes, etc., etc. The only Perfect Whip Rack ever made. Shelf is worth half the price of the rack. Whips hanging by the point keep straight, cannot fall out and are kept in order. Gets them down and to the front, where they are seen and sold. The Best Whip Rack is made entirely of steel and iron, bolted and clamped together; is built like a bicycle. Enamelled Blue, Painted with Gilt Trimmings. Adjustable from 8 feet to 9 feet 10 inches high. Weight, 80 lbs. Boxed, 100 lbs.



Increase Sales of Whips
100 Per Cent.

FLORENCE, MASS., April 2, 1906.
Mr. JOHN H. BEST, Galva, Ill.:
Dear Sir—I consider the Best Portable Revolving Whip Rack and Display Stand the best in the market—a saver of space and a perfect show stand.

Respectfully, JOSEPH WOOD.

Write for Catalogue and Prices

JOHN H. BEST, 518 North St., Galva, Ill., U. S. A.

**ATKINS
ALWAYS
AHEAD**

O So E.Z.



Wood Saw Time is Coming.

Why not make this the most profitable Wood Saw Season in the history of your business? There's a certain sure way—Buy the "Finest on Earth."

We have 'em, and will prove it.

Write for Catalogue J.

The name of "ATKINS" is a "Buy-Word" with Wood Saw users.

E. C. Atkins & Co., Inc.

Home Office and Factory: INDIANAPOLIS

BRANCHES:

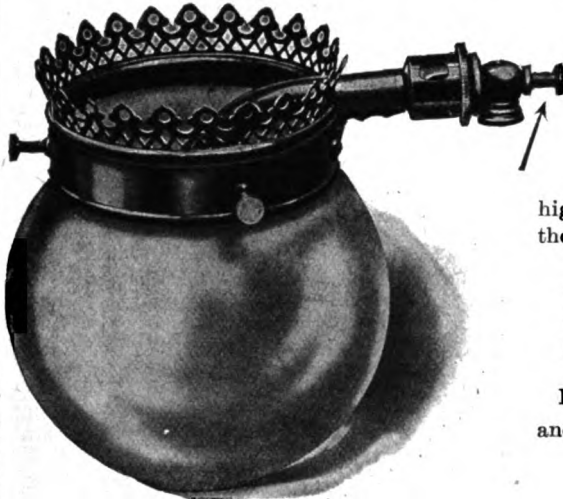
**ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY,
PORTLAND, SAN FRANCISCO, SEATTLE, TORONTO, CANADA.**

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"THE WIZARD" INVERTED GAS LAMP

(Trade Mark)

(Patents Pending)



A New Creation in Gas Lighting. Electric effect at one-tenth the cost.

This Lamp is adaptable to both natural and artificial gas, either high or low pressure. It represents the acme of perfection in gas lighting.

A BRILLIANT LIGHT with a SAVING OF GAS at a LOW COST.

For the HOME, OFFICE, STORE and FACTORY.

Sells at sight.

Write for information.

Cut $\frac{1}{2}$ actual size. 125 Candle Power. 2 foot Gas per hour. Mantle will outlast 3 Upright Mantles.

Manhattan Screw & Stamping Works, 202-206 West 11th Street, New York



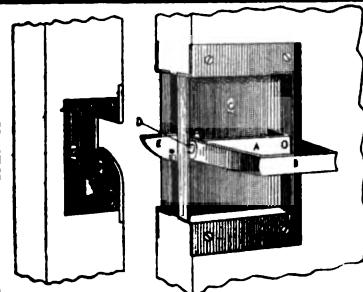
A ROYAL GEM will make your store as bright at night as during the day.

ROYAL GAS LIGHT CO.

209 E. KINZIE ST., CHICAGO, U. S. A.

We manufacture all kinds of Gasoline Systems and Lamps. Our Lamps have stood the test of time. Be your own Gas Trust. Be as independent as a Gas Trust. Buy the best, not a copy. Send for Catalogue.

We have satisfied *thousands* and we can satisfy you.



"GEM" BARN DOOR LATCH

LEADS IN REPUTATION, QUALITY AND SALES.

This is the latch that guarantees to win trade. Made entirely of *steel* and suitable for both *swing* and *sliding* doors.

It's a Winner.

Send for circular to-day.

\$4.75 a dozen f.o.b. factory.

C. A. PECK Hardware & Mfg. Co., Berlin, Wis.

One that sets in flush on both sides, and at the same time gives a good hand hold. Note that handle "B" drops into recess perfectly flush, allowing the door to slide clear back.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

There's Nothing Like It!

Entirely New
Absolutely Odorless
Patent Pending



KIRCH'S SANITARY

Combination Commode Chamber Pail

The Most Practical Pail on
the Market.

Ask Your Jobber for Them

MANUFACTURED BY

**Weber-Kirch
Mfg. Co.**

KEOKUK, IOWA

A ROOFING MATERIAL

to give long service and complete satisfaction, must be capable of rapid expansion and contraction. Without these two qualities it will soon be rendered practically worthless because of breaks and buckling.

In the making of



ROOFING TIN

we carefully figure both these factors, and the result is a Terne Plate that offers the greatest protection. These qualities, in conjunction with its well known pliability and perfect coating, have made MF Ternes the plates they are and the ones you need if you want the best to be had.

Send for our booklet "From Underfoot to Overhead" if you would like to know how real Roofing Tin is made. It is free.

**AMERICAN
SHEET & TIN PLATE
COMPANY,**

FRICK BUILDING,

PITTSBURGH, PA.

PELOUZE Reliable Postal Scales.

THE STANDARD EVERYWHERE.

"THEY TELL EVERYTHING AT A GLANCE."

Made in Several Sizes.

For Office, Store or Home.

National	4 lbs.	- - -	\$3.00
Union	2½ "	- - -	2.50
Columbian	2 "	- - -	2.00
Star	1 "	- - -	1.50
Crescent	1 "	- - -	1.00

The index starts at the top, very easy to read.

Liberal Profit to Hardware Dealers.

Buy of your jobber or send order direct.

Pelouze Scale & Mfg. Co., Chicago.

Mfrs. of Pelouze Celebrated Family Scales.



TWIST DRILLS IN SETS

BIT STOCK DRILLS

WOOD BRACE DRILLS



A compact and handy way to keep drills. These cases contain seven of the sizes most commonly used. They are substantial, neat and attractive.

Send for Prices



THE STANDARD TOOL COMPANY

CLEVELAND, 1260-88 Central Ave.

NEW YORK, 94 Reade St.

ROOFING SLATE SLATE BLACKBOARDS

Established 1884

E. J. JOHNSON & CO.

38 PARK ROW, NEW YORK
QUARRIES: Pennsylvania and Vermont

Prices quoted delivered anywhere. Booklet and complete Price List on Application.

Wire Inquiries Given Quick Attention

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



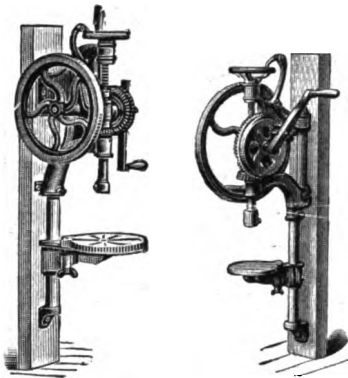

RECIPROCITY.

A request from you for some definite light on the subject of our

"Etna Prepared Roofing"

would result in an early mail carrying it to you. Our neither long nor hopelessly dull Booklet is very apt to carry such convictions as this to the ready-to-do-better dealer: "I wonder if I had not better try a little lot of 'E. P. R.'" The next mail is very apt to start building that "wonderer" into a regular "Etna" patron.

The McClintock & Irvine Company
Pittsburgh, Pa.



"Silver's" Hand Post Drills

Drills That Are "Trumps"

"Trumps" because they mean so much to the dealer who handles them.

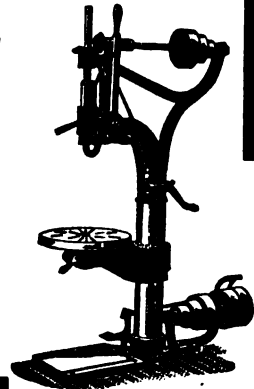
"Trumps" because they're the "best" to hold—best in strength and durability, best in capacity, best in variety of sizes, most economical, best in design.

Drills made in 14 sizes, hand and power, for every purpose in Blacksmithing—means easy selling.

"Trumps" therefore keep winning for us, and for the dealer who handles our drills.

Send for catalog with discount to dealers. Very interesting.

The Silver Mfg. Company,
319 Broadway, Salem, Ohio, U. S. A.



20 in. Base Swing Drill



No. 11.

AS SUBTERRANEAN SUCCESSES

Our Sheet Steel Cans, Oilers, and Torches, are well and widely known. In the mine or tunnel, the shaft, gallery, or subway—in fact, wherever cheap labor insures the abuse of whatever is furnished it, these goods represent true economy by their indestructible efficiency.

Shall we mail you a little illustrated catalogue of these goods?—the line is an extensive one.

The McClintock & Irvine Co.
Pittsburgh, Pa.

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WHY IT IS THE BEST Family Scale on the Market

Because—The Dial sets at an angle that it can be read at a glance without stooping.

The Platform is supported by Double Steel Uprights which permits no variation, no matter where on the platform the article to be weighed is placed.

All of the inside parts as well as the frame are constructed of the Best Cold Rolled Steel, absolutely no casting to break.

It is handsomely finished in Black Enamel and Aluminum Bronze.

It is superior in many other points, yet it will cost you no more than the old style.

Order from your Jobber. Write us for catalogue illustrating complete line.

TRINER SCALE & MFG. CO.

1255-57-59 W. 21st Street.

CHICAGO, ILL.



IT HAS NEVER FAILED YET



That is the secret of the great success of the

BARTH-WEILER LIFTING JACK

It tells why so many good hardware dealers sell it. There is a good profit in selling them and if you have never sold Lifting Jacks now is a good time to begin. We shall be glad to quote you prices.

G. BARTH MFG. CO., Milwaukee, Wis.



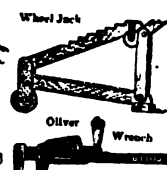
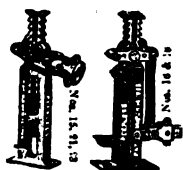
YOU Need Such a FURNACE as THIS!

Because the
**ARCHAMBAULT KEROSENE
FURNACE**

will save time and money for you. Here's how—It burns kerosene, that's cheaper than gasoline—then there is the burner, which gives heating capacity, greater than any other furnace. Just think the Archambault will melt a pot of solder in a gale of wind in less than 5 minutes. Its construction is simple—nothing to get on, of order

—It is **RELIABLE—DURABLE—ECONOMICAL.**

MANUFACTURED BY
THE BARNES TOOL CO., New Haven, Conn.



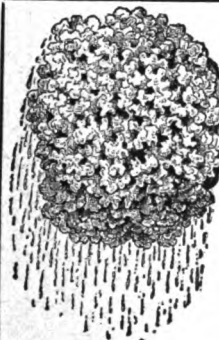
JACKS

for all purposes. Largest manufacturers in the United States.

A profitable line for dealers
Write for Catalog.

OLIVER MFG. CO.
215 So. Desplaines St. Chicago

ARDREY VEHICLE WASHER



Cleans autos, carriages and wagons quickly and thoroughly. Made of solid brass. Fits any ordinary hose coupling, so clean water, constantly flowing through it, immediately removes dirt and grit from sponge. Impossible to injure most delicate finish. Hands do not come in contact with water; no splashing, no spattering. Booklet **FREE** for asking.

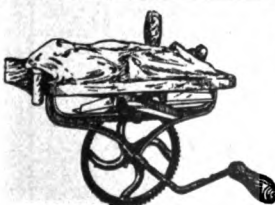
ARDREY VEHICLE WASHER CO.

138B Main St. E.,

Rochester, N. Y.



Attached to hose.



National Broadcast Seeder

BALL BEARING

Packed one in a box. No Dust—No Rust

We cannot enumerate all the good points—space costs too much—but talk about being appreciative of inquiries! Write for catalog and see. Jobbers have our prices, too.

THE PRAIRIE MFG. CO.,

Indianapolis, Ind.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Machinery - Metals - Hardware Tools & Supplies

Perfect Handle Screw Drivers

THE BEST SCREW DRIVER FOR ALL KINDS OF WORK

IT APPEALS TO ALL CLASSES

To the machinist who wants a tool capable of withstanding a great strain.

To the carpenter who wishes a handle that will fit his hand.

To the man about the house—for he can use it as a screw-driver and hammer.

WHY NOT WRITE US ABOUT IT?

N. B.—Our heading "Machinery, Metals, Hardware, Tools and Supplies," is not a mere caption. Send us in your order for anything under these headings and you will be convinced.

Patterson, Gottfried & Hunter, Ltd
146-150 Centre Street (Cor Walker) New York

When you
sell Levels
—sell the
Right Kind.



COOK'S PATENT LEVEL.

A Tool you can sell quickly, profitably and satisfactorily to Carpenters, Masons, Bricklayers, and all who use Levels or Plumbs, is the

DAVIS & COOK LEVEL

The different Level—with the bulb seen in all positions. Under or over—or 10 feet away. You know the trouble with the old style bulb-in-the-top Level—useless unless you stand over them. For sale by all leading jobbers. Catalogue on application. Made only by

DAVIS & COOK,

- Watertown, N. Y., U. S. A.

THE CALL

! is for **PORTER'S**
"EASY" and "NEW EASY"



**BOLT
CLIPPERS**
(The Trade Protected)

H. K. PORTER,

Everett, Mass.

KEYSTONE BRAND

The only property

Galvanized Nails

on the market

Made only by

KEYSTONE NAIL CO., Inc.

PHILADELPHIA, PA.

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TIME and MONEY MAKER

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

A time-saver and money-maker for both dealer and user. Requires *less time to sell*, as its admirable points speak for themselves.



Saves the user's time, because *it will adjust to any position, making itself adaptable to the most awkward places*. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

STRONG INDUCEMENTS TO THE TRADE

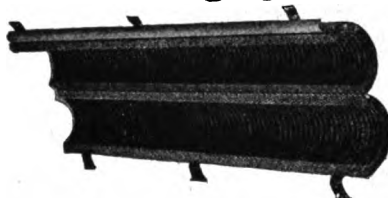
**Best Cast Steel
Handy and Compact**

Write for Prices and Discounts.

A. J. WILKINSON & CO.

180-188 Washington Street, Boston, Mass.

"Asbestocel" For Heating Systems



Composed solely of Asbestos. Greatly increases the efficiency of a plant and **reduces the fuel consumption fully one-half**. The corrugations run around the pipe instead of lengthwise and block all air circulation and effectually prevent radiation.

Write nearest Branch for "Asbestocel" Folder showing coal-saving efficiency.

H. W. JOHNS-MANVILLE CO.

Manufacturers of Asbestos and Magnesia Products, Asbestos Roofings, Packings, Electrical Insulating Materials, "Noark" Fuse Devices, Electric Railway Supplies, Etc.

New York	Philadelphia	New Orleans	San Francisco
Milwaukee	St. Louis	Kansas City	Los Angeles
Chicago	Pittsburg	Minneapolis	Seattle
Boston	Cleveland	Dallas	London

300

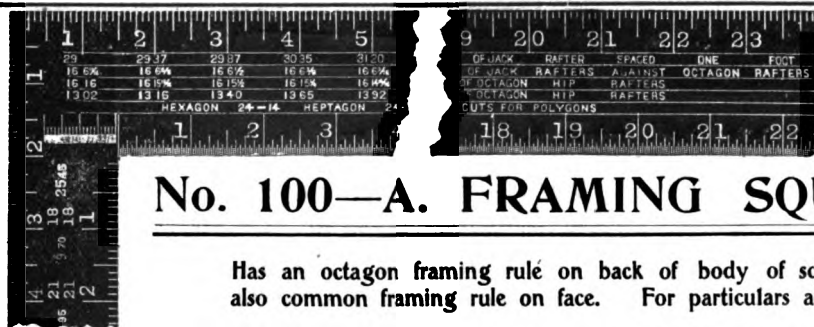
LOOK SHARP!

If you have any **JOB LOTS** of tools or hardware in second quality, or discarded patterns that you wish to turn into **SPOT CASH**, write us and we are ready to buy same in any quantity; in fact, no quantity too large.

We also have **JOB LOTS** of Machinists', Carpenters', and other Mechanics' tools on hand, at all times. Send for our prices.

THE GREAT JOB LOT HOUSE

PECK & MACK CO., 10-12 Murray St., New York



**OUR
NEW**

No. 100—A. FRAMING SQUARE

Has an octagon framing rule on back of body of square; also common framing rule on face. For particulars address

NICHOLLS MFG. CO., - - - Ottumwa, Iowa

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



Fresh Meat

Is the first thing. A Steel Spider with the name

"NEVER BREAK"

stamped on the Handle, is the next, if you don't want a scorched or burnt chop or steak.

Ask for Complete Catalogue of Stamped Steel Cooking Utensils

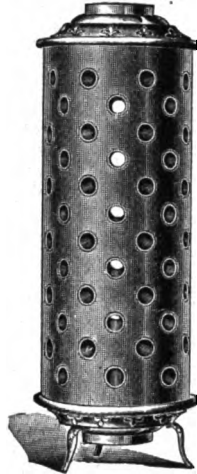
THE AVERY STAMPING CO.
Cleveland, Ohio

Manufacturers Shovels, Spades and Scoops of Highest Grade.

Save $\frac{1}{2}$ Your Fuel

BY USING THE

ROCHESTER RADIATOR



Satisfaction guaranteed or money refunded. Over 100,000 of them in use.

Fits any stove or furnace.

Price, from \$2.00 to \$12.00.

We make the original and genuine "Rochester Radiator."

We do not sell to Catalogue houses.

We refer all inquirers to you from your town, when you carry a stock of our Radiators.

We guarantee our Radiators not to interfere with or choke the draft; they are easily cleaned.

One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater with perpendicular tubes.

Write for descriptive Catalogue and prices.

ROCHESTER RADIATOR CO.,

145 Furnace St., Rochester, N. Y.

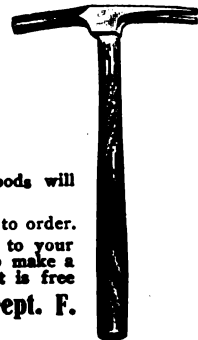
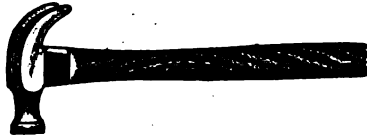
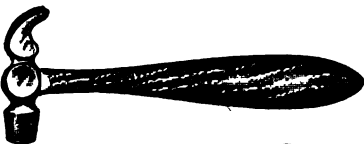
Augers and Auger Bits



Highest quality. Complete Assortment.

Let us talk prices with you.

GREENLEE BROS. & COMPANY, Rockford, Ill.



TACK HAMMERS

Of the most approved styles and finely finished. If you give us the first order the goods will make you one of our regular customers.

WOOD HANDLES.

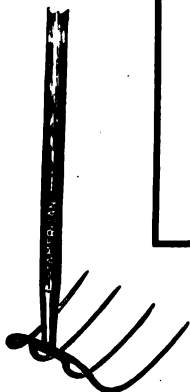
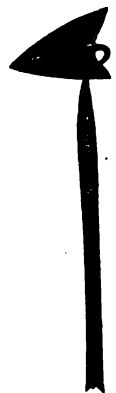
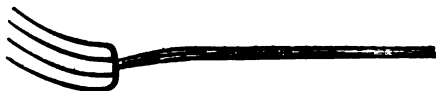
We make all kinds of wood hammer and hatchet handles and special woodturning to order.

You should add our **HANDY SELF-CLEANING HOE** to your Hardware line, they are the finest yet and a good seller. We also make a complete line of Hardware Specialties. Send for our catalogue—it is free upon request.

ROCK RIVER MFG. CO., Dixon, Ill. Dept. F.



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Don't Take a Chance.

WHEN YOU POSITIVELY KNOW

- that a certain established line of Farm and Garden Hand-Tools has been continuously good for years;
- that you can bank on those tools being always just as good, in truth, a little better;
- that you can get every kind of Hand-Tool your trade calls for;
- that you are sure to get just what you order, and all that you order, with promptness;
- that the prices are always right;
- that you are going to be well looked after by the manufacturers;
- that you can always handle this same line every year, if you want it;

you have every reason in the world to hitch good and tight to that brand.

You are taking no chances when you handle one of these standard brands:

"Ashtabula"	"Ely"	"Jackson"
"Batcheller"	"Ft. Madison"	"Otsego"
"Bolles"	"Geneva"	"Philadelphia"
"Columbus"	"Harriman"	"Utica."

Sold by Leading Hardware Jobbers Everywhere

Write for large illustrated catalog

American Fork and Hoe Co.
CLEVELAND, OHIO

We Have Often Told You that the Best Tools
on the Market are

Mayhew's Tools

WHY ?

Because they are made by experienced workmen, from the best material obtainable, most carefully finished and fully guaranteed. Catalogue sent on application.

H. H. Mayhew Co.

SEELBURNE FALLS, MASS., U. S. A.

ADJUSTABLE-STROKE AUTOMATIC Center Punch

No. 18-A

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.



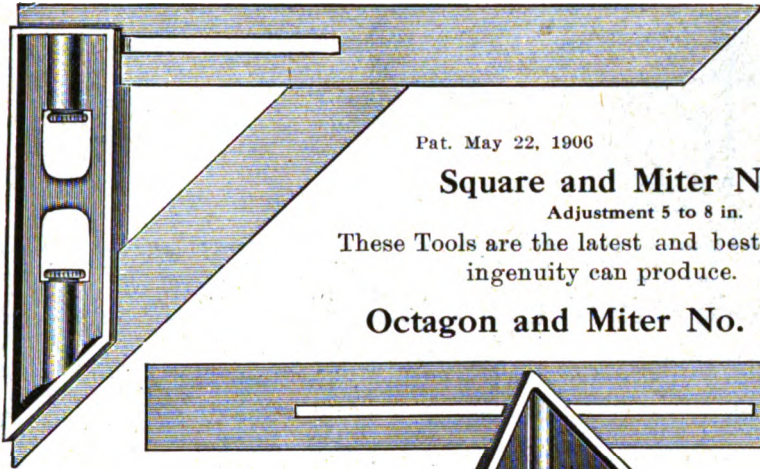
By simply turning the cap the force of the stroke is regulated, and light or heavy indentations made as desired.
A handsome tool, simply and strongly made.

Send for Catalogue No. 17 X of
Fine Mechanical Tools

The L. S. STARRETT CO., Athol, Mass., U. S. A.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE FOX TOOLS



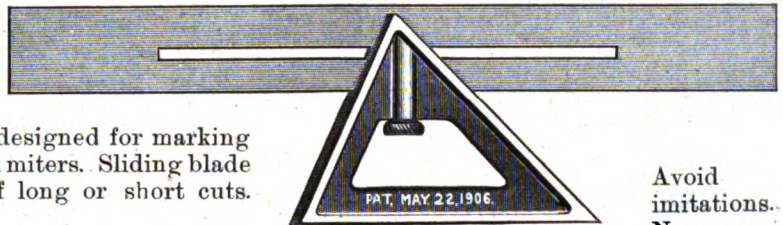
Pat. May 22, 1906

Square and Miter No. 10

Adjustment 5 to 8 in.

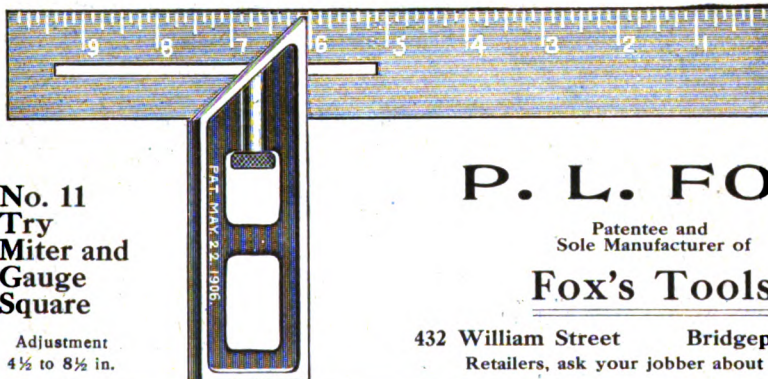
These Tools are the latest and best that Yankee ingenuity can produce.

Octagon and Miter No. 12



This Tool is designed for marking octagons and miters. Sliding blade will allow of long or short cuts.

Avoid imitations. None genuine without sliding blade.



No. 11 Try Miter and Gauge Square

Adjustment
4 1/2 to 8 1/2 in.

P. L. FOX

Patentee and
Sole Manufacturer of

Fox's Tools

432 William Street Bridgeport, Conn.
Retailers, ask your jobber about this line



Ames Sword Company CHICOPEE, MASS.



MANUFACTURERS OF

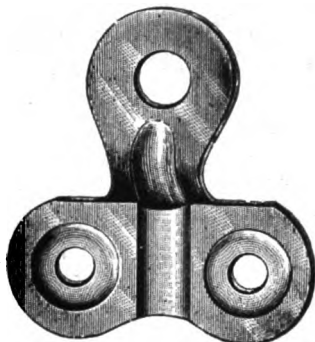
PATENT PERFECTION PADLOCKS

ALL SIZES

Half Inch to Two and a Half Inches

SEND FOR
CATALOGUE

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



Berger's Wrought Star Ears

This is as fine an ear as can be made. Every piece is perfect, with fine finish, nicely tinned, same size and thickness as our malleable Star Ears. No. 30 corresponds to malleable No. 3, etc. Furnished in gross boxes or in bulk to suit the purchaser.

Samples Mailed Free Upon Request.

BERGER BROS. CO., - Manufacturers

OFFICE AND STORE, 237 Arch Street

WAREROOMS, 100-102-104 Broad Street

FACTORY, 3114-16-18-20 No. 17th Street

Philadelphia



CLARK'S Ash Can Trucks

All you have to do is to show it and it sells itself.

A handy and useful article around furnace and cellar.

Frame of Truck is made of one piece of round steel, bent so as to form two hooks to hook into bottom of can, while an adjustable hook on handle grips top of can and keeps it from slipping.

Send for 144-page catalogue of Trucks and Casters.

GEO. P. CLARK CO.

WINDSOR LOCKS, CONN.

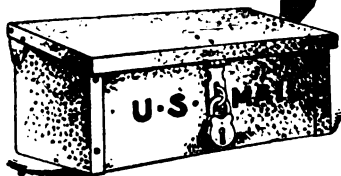
THE AJAX SELF WITHDRAWING WOOD BORING MACHINE

does not require a special auger
Will bore to any depth strong
and durable. All important
parts of malleable iron. --
Sold by the wholesale hardware trade

AJAX MANUFACTURING CO.
PITTSBURGH, PA.

Manufacturers of the Ajax and
Phillips Wood Boring Machines.
Standard and I.X.L. Saw Gummers.
Collins Self Feed and Dudgeon
Style Tube Expanders, Cutters, Swages, etc.

"HAWK-EYE"



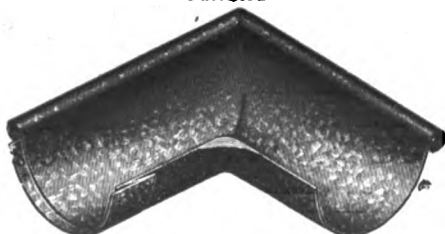
Why not handle our "Hawk-eye Galvanized Pumps, R. F. D. Mail Box and Stock Tanks?" They are good sellers and profit makers. Write for circulars and prices.

THE HAWK-EYE PUMP CO., Washington, Iowa



THE IMPROVED ONE PIECE MITER

Patented

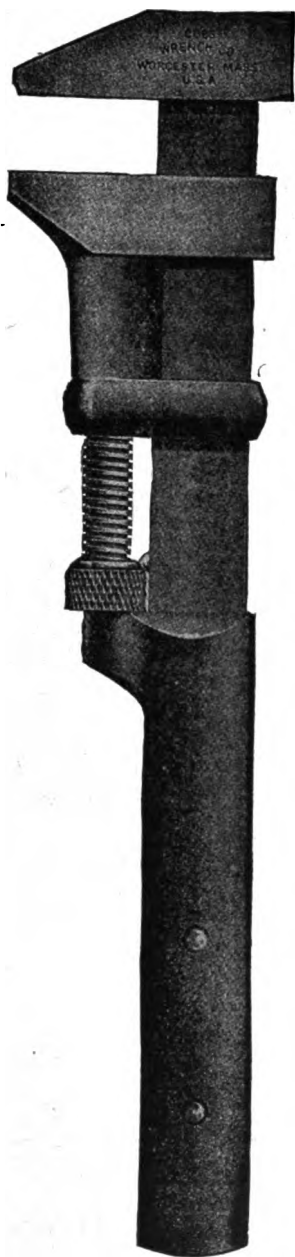


No more broken corners, no more stopping to make over or brace the commercial miter, a *great saving in labor*. Nothing but the very best galvanized iron is used. Made standard sizes in either single or double bead, lap or slip joint, inside or outside turn, are more roomy at the bend. Cheaper and better than any miter made.

Any other miter of similar construction is an infringement.

Manufactured by

J. E. Whitacre Mfg. Co., Rockford, Ill.

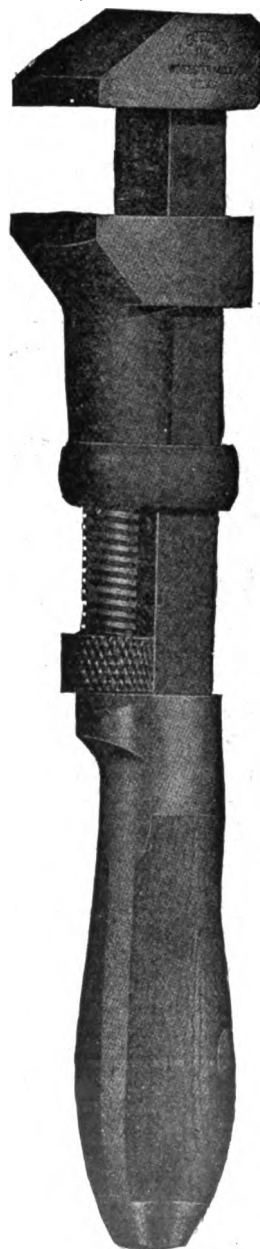


When it Comes Right Down to
Good, Strong, Well Made

Wrenches There's Nothing Like

Coes' ^{Trade} "Knife-Handle" and

Coes' ^{Mark} "Steel
91" ^{Star} Handle."



You machinists, steam engineers, and all who operate machinery know the value of STABILITY in a wrench and most of you know where to find it—in the Coes Wrench. Coes makes two wrenches—the Genuine "Knife Handle" Wrench and the New '91 "Steel Handle" Wrench. Each wrench is made for special service, and each fills that service admirably. Coes' "Knife-Handle" Wrench is THE Wrench for all ordinary use, and its adoption by the best shops proves its superiority. It is a wrench of few parts, simple and compact—the handle is the hardest of hard wood, mechanically secured at each end and reinforced at the center by a strong steel rivet—no splitting, no coming apart. This Wrench has a hardened Steel Bar and Jaw, Steel Castings in the Handle, Steel Hardened Screw, Rivet and Key, and is so thoroughly and strongly constructed that when the day's work is over it is always ready for more work. It is THE wrench for machinists—every time and all the time. Engineers, Miners, Brewers, all of you who cannot use wrenches that are affected by heat, moisture, or acids, here's Coes' All Steel Nut Tackler, and 'twill serve you well. This New Wrench of Coes is a corker—it's got to be to stand hard knocks. This Wrench is made to turn NUTS off, not the corners; an Extended Screw Support makes it almost impossible to do that. Most Steel Wrenches have a place for dirt to lodge—no place on the "Coes," a Ball Bearing Screw keeps it out. The Handle, an All-Steel Case, is fitted over the Shank and secured by two Steel Rivets and by upsetting the tip of the bar in the taper hole at the end of the handle. It's a strong wrench from every viewpoint—you'll never wear it out. These two Coes

Wrenches are sold at the lowest price at which the best made wrenches can be sold—steer clear of wrenches patterned after them and sold for less money. The substitute may look good, but it's the QUALITY that counts—"Coes" quality is a known quality. Ask for our Wrench Literature.

COES WRENCH COMPANY

Worcester, Mass.

SELLING AGENTS:

J. C. McCarty & Co., 10 Warren St., New York

J. H. Graham & Co., 113 Chambers St., New York

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

BEMIS & CALL

ADJUSTABLE - S - NUT WRENCH

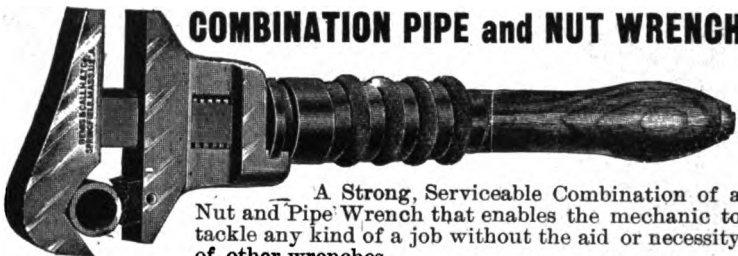


This Improved Adjustable "S" Wrench, by its many advantages has become the standard among wrenches of this style.

The operating nut being of sufficient diameter, the Bemis & Call is easily adjusted by the thumb of the hand which holds it.

Graceful In Design. Constructed of Best Materials. King of Its Class.

**Head, Bar
and Shank,
ONE PIECE
STEEL
FORGING**

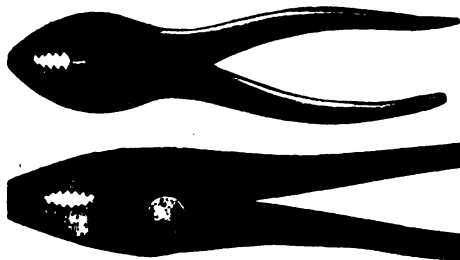


A Strong, Serviceable Combination of a Nut and Pipe Wrench that enables the mechanic to tackle any kind of a job without the aid or necessity of other wrenches.

Made of Best Material : Parts Interchangeable
Send for our Catalogue—It will interest you

Bemis & Call Hardware & Tool Co.
SPRINGFIELD, MASS.

Insist on Getting the Genuine



"B. & S." Combination Pliers'

25 years on the market. Imitations are unsatisfactory. These pliers are *Drop Forged Steel* throughout.

MADE IN 4 SIZES

THE BILLINGS & SPENCER COMPANY, Hartford, Conn.



THE VANDEGRIFT WOOD HANDLE SCREW WRENCH

Hardwood Handle, parts fitted to stay, will not crack or break. Lower Jaw and Handle Shank of one solid piece, with machine steel studs inserted clear to base. Will outlast any ordinary wrench. Write for sample.

THE VANDEGRIFT MFG. CO., Shelbyville, Ind. New York Office, 296 Broadway.

No. 602. "NAPANOCH" POCKET KNIFE TOOL KIT

MADE IN AMERICA PRICE, \$2.25 **WARRANTED**
Every one has use for a Knife, Reamer, File, Saw, CHISEL or SCREW DRIVER, this outfit being contained in a LEATHER POCKET BOOK, 4 1/4 x 3 1/4 inches. The owner, by carrying it in his pocket, always has it at hand for immediate use, whether CAMPING, BOATING, TEAMING, DRIVING, in the SHOP, FACTORY, OFFICE, STORE, WAREHOUSE, AUTOMOBILE, on the FARM, BICYCLE, or around the HOME.

Any TOOL firmly attached or detached to the POCKET KNIFE in a second.

SEND FOR ILLUSTRATED CIRCULAR AND TRADE PRICES

U. J. VLERY CO., 9 E. Warren Street, New York N. Y.



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"Grand Rapids" Ball Bearing ALL STEEL SASH PULLEYS

are the only Steel Sash Pulleys made with solid steel balls running on a turned steel axle.

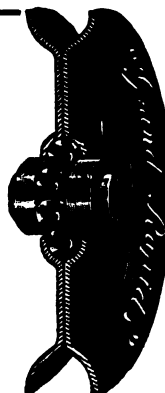
Every Dealer Should Write for Free Samples and Prices

We are the largest makers of Sash Pulleys in the world. The "GRAND RAPIDS" are the greatest sellers. *Get the Genuine.*

GRAND RAPIDS HARDWARE CO.

13 PEARL STREET,

GRAND RAPIDS, MICH.

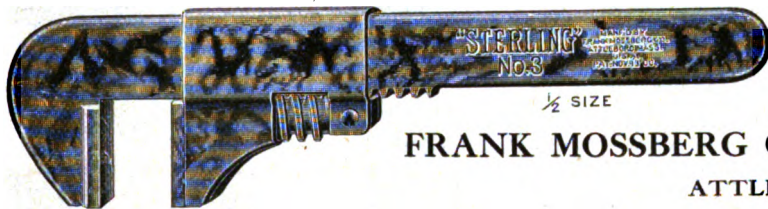


BICYCLE, AUTO AND SHOP WRENCHES

Sizes from 5 to 11 inches.

SOLD ON THEIR MERITS. EACH WRENCH GUARANTEED.

Nickel Plated or Mottled Finished.



**Thoroughly
Casehardened**

$\frac{1}{2}$ SIZE

FRANK MOSSBERG CO.,

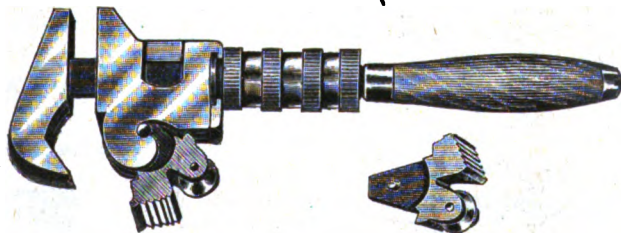
ATTLEBORO, MASS.

NOTHING LIKE IT!

**Cleverest Up-To-Date Tool on the Market—THE MASTERPIECE
COMBINATION PIPE AND MONKEY
WRENCH AND PIPE CUTTER.**

Quality and Utility Absolutely Guaranteed. It Does Its Work Easily and Perfectly. A High-Class, Attractive and Economical Tool. It Grips and Releases Instantly and Will Not Crush Pipe. The Eccentric Wheel Cuts Pipe True, Easy and Rapid.

Each Tool perfect, and will do the work of Three Separate Tools. The TIPPING feature in the Pipe Grip insures a positive and instant Grip, and holds Pipe firmly without crushing, will not slip or lock on the pipe, and releases instantly on backward movement without wedging. By throwing the Gripping Jaw back, the pipe can be placed or replaced in V of Wrench without running nut or sleeve back more than one turn. The PIPE CUTTER WHEEL is eccentric, thus insuring a free and rapid cutter, and enables the operator to force up on the nut, or sleeve, when low part of Wheel is in contact with the pipe.



10 inch, adjustable to pipe from $\frac{1}{4}$ inch to 1 inch in Diameter.
12 " " " " " $\frac{1}{2}$ " " $1\frac{1}{4}$ " " "
15 " " " " " $\frac{3}{4}$ " " $2\frac{1}{4}$ " " "

Send for Prices. VISES, MACHINIST TOOLS and HARDWARE SPECIALTIES. Manufactured by

BONNEY VISE & TOOL WORKS, Inc.

3011 to 3015 Chestnut Street, Philadelphia, Pa.

FOR SALE BY ALL JOBBERS.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

IVES' PATENT WINDOW STOP ADJUSTER



Patented
June 14,
1898.

October
2, 1900.



For Windows and Sliding Doors

Insures Protection against Cold Draughts, Dust, Rattling or Binding

The only Window Stop Adjuster made from one piece of metal that has a heavy bed that will not bend or cup in tightening the screw.

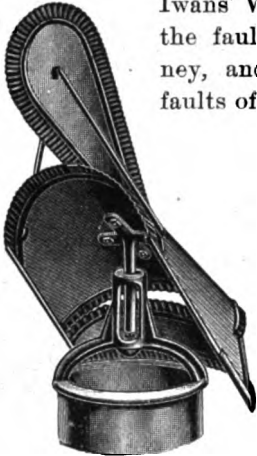
MANUFACTURED ONLY BY

Working Model with Catalogue mailed free.

THE H. B. IVES CO., NEW HAVEN Conn., U. S. A.

PLEASE THE COOK

by making the chimney draw well. Iwans' Volcano cures all the faults of the chimney, and many of the faults of the stove. Sold either complete or the iron mountings only. Sizes 6 to 12 inch. Sold by jobbers.



Advertise them to your townspeople.

We furnish a cut free.

Iwan Brothers, Streator, Ill.

Manufacturers also of

Post Hole Augers and Diggers, Drain Cleaners, Sickle Edge Hay Knives, Wire Conductor Pipe Hangers and Tiling Spades.

"I Would Like a Pair of Keen Kutter Shears."



That's what women are saying all over the country, and that's what we mean when we say KEEN KUTTER Cutlery and Tools are



GOOD SELLERS. This salableness is the result of our extensive Advertising, coupled with the quality of our line of KEEN KUTTER guaranteed tools and cutlery, which has been on the market for nearly forty years, and are now the *Standard of America*.

If you sell KEEN KUTTER Goods and take advantage of the many calls for them, it means increased *Net Profits* to you at the end of the year. We are educating the public to want the best goods, at the same time telling them that these goods are for sale only by the Retail Merchant and cannot be had from any other source. For that reason our Advertising is the strongest possible persuasion that can be employed to put trade back into its proper channels and at the same time it means bigger sales and more money to the merchants who take advantage of our advertising by selling KEEN KUTTER Goods.

Will you share our Advertising with us?

SIMMONS HARDWARE COMPANY



The "Chief" Floor Hinge

THE SHELBY SPRING HINGE CO.

SHELBY, O.

NEW YORK OFFICE, 84-86 Chambers St.
CHICAGO OFFICE, 105 East Lake St.
BOSTON OFFICE, 118 Pearl St.

Ask for our new catalog of Double Acting Hinges and Builders' Hardware Specialties.



The Shelby Sash Lock

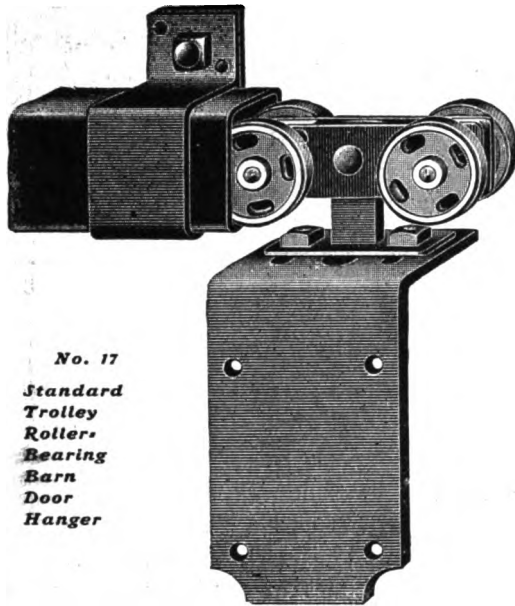


"Sales increasing?" "Yes." This is what the Jobbers say about Bonanza furnaces.

Why? The user is satisfied and pleased. Jobbers sell at factory prices. Cash must accompany all orders sent to factory.

No. 38, one gal. size, \$5.75 net, or
No. 39, 3 qts. size, \$4.50 net.

The Turner Brass Works
61 Franklin Street, Chicago, Ill., U. S. A.



No. 17
Standard
Trolley
Roller-
Bearing
Barn
Door
Hanger

The Richards Line

of Door Hangers has won for itself a place in the very front rank by

Sheer Force of Merit

All kinds of Door Hangers for all kinds of sliding doors. Fire Door Fixtures, Trolley Carrying Systems.

Send for complete catalogue

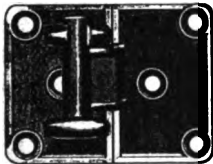
The Richards Mfg. Company
AURORA, ILL.



SUPERIOR FLOOR SPRING HINGES AND DOOR HOLDERS

Best and Neatest Yet

Order from your Jobber. If he hasn't them, write us, but take no substitute
SUPERIOR SPRING HINGE CO., 15 South Canal St., CHICAGO



Diehl's Storm Sash Hangers and Fasteners

DIEHL'S SEPARABLE HINGE :: Something New and Practical

for storm and screen doors, basement windows, barn windows, gates, etc. Doors and windows can be taken off without removing the hinges, a feat that cannot be duplicated by any other hanger on the market.
Write for Catalogue. It will more than interest you.

Diehl Novelty Co., - Sheboygan, Wis.



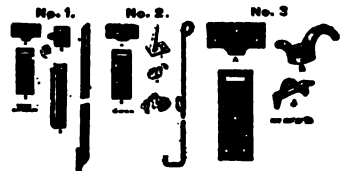
The "PHENIX" HANGER and FASTENER

Solves the problem how to hang and fasten entire Screens and Storm Windows.

We have them to sell at 10, 15, 20 and 80 cents per set. For catalogue and trade discounts, address

Phenix Mfg. Company,

624 Center Street, MILWAUKEE, WIS.



The Only Perfect Door Rail and Cap

Bird and Sleet proof. Door closes absolutely tight.

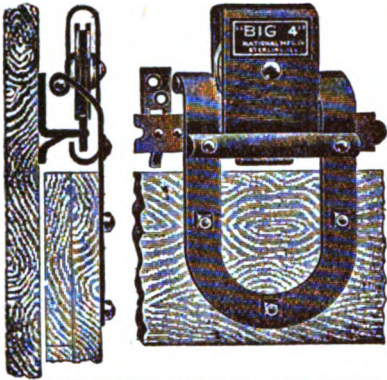
The ONLY Hanger that will adjust itself automatically to doors of from one to four inches in thickness, no matter how much out of plumb the wall may be. Is roller-bearing, fitted to the rail in such a manner that the door

CANNOT JUMP THE TRACK.

Manufactured only by

AUTOMATIC DOOR RAIL COMPANY
624 W. Lake Street, CHICAGO, ILL.

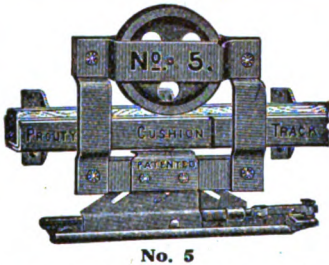




"BIG 4" Flexible Door Hanger

*Anti-Friction - Cannot Jump the Track
Exclusive Sale Given*

National Mfg. Co.
STERLING, ILLINOIS



No. 5

SELL THE BEST

The Prouty No. 5 Cushion Track Hanger will relieve your builder from all the trouble he has previously experienced in Parlor Door Hangers and will save him hours in putting them up. Thousands of sets sold and not a complaint from anyone. Try them and convince yourself.

T. C. PROUTY CO., Ltd., Albion, Mich.
NEW YORK OFFICE, 23 Warren Street



For the 5 and 10 Cent Counter

ABSOLUTELY NEW

A Shelf Bracket

WITH SCREWS ATTACHED

A New Feature. By means of the ingenious device (patent applied for) illustrated herewith, *the Screws for each Bracket are attached to the Bracket itself.* This method of packing the goods has been found to be a great convenience where a large counter business is done. *The Clerk* can attend to an increased number of sales.

The Customer will not reach home to find that the wrong sizes have been put up, or perhaps that the screws have been omitted altogether.

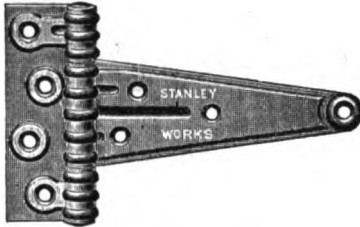
Write for circulars showing full line of Brackets, Coat and Hat Hooks, Spoons, etc.

THE ATLAS MFG. CO., New Haven, Conn., U. S. A.

New York Representatives: J. C. McCARTY & CO., 10 Warren St.

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STANLEY'S STEEL CORRUGATED STRAP and T HINGES



LEADERS IN THEIR LINE

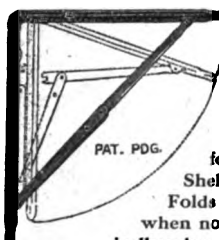
For Sale by All Jobbers

Send for "Autobiography of a Yankee
Hinge." Mailed Free

THE STANLEY WORKS

79 Chambers St.,
New York

NEW BRITAIN,
CONN.

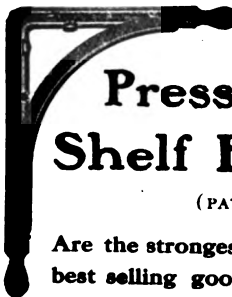


**GRIFFIN'S
FOLDING
BRACKET**

PAT. PDG.

Best and only Bracket
for Folding or Swinging
Shelves.


Folds down against the wall
when not in use. Locks automati-
cally when lifted up.



**Griffin's
Pressed Steel
Shelf Brackets**

(PATENTED.)

Are the strongest, best finished and
best selling goods on the market.



Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
ERIE, PENNSYLVANIA

WARNING!

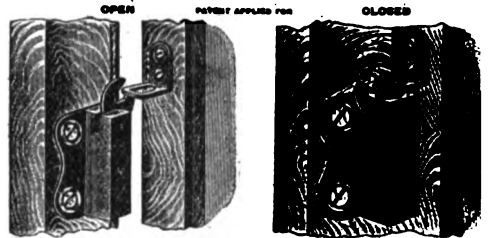
To whom it may concern:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American Door Catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court.

All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc.
DES MOINES, IOWA

WATROUS AUTOMATIC DOOR CATCH



For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Any one can put it on in two minutes. The lightest trip and the strongest hold. Moundel Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of some one covering your territory who does.

JAPANNED STEEL DOOR BUITONS

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1 1/4 to 2 1/4 inches. Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.



Patent applied for

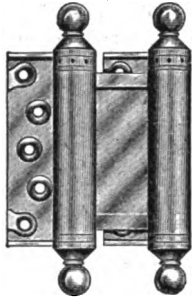
THE E. L. WATROUS MFG. CO.
DES MOINES, IOWA

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

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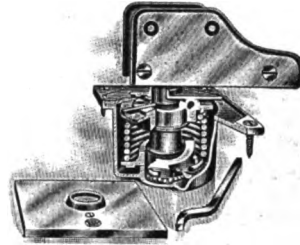
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TRIPLE-END SPRING BUTT



CHICAGO SPRING BUTT



CHICAGO FLOOR HINGE



Chicago Spring Butt Company
CHICAGO CATALOGUE ON REQUEST NEW YORK



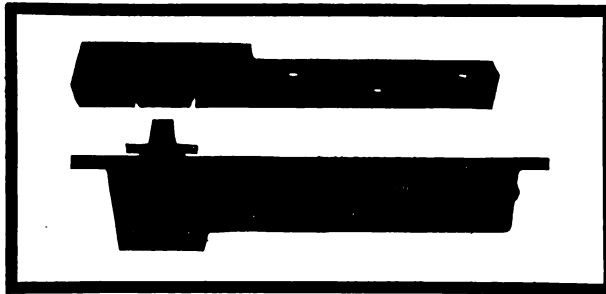
COLUMBIAN FLOOR SPRING HINGES

Notice in the cut below how simple the Columbian Floor Spring is.

An accurately made cam resting on ball bearings, revolves, forces a plunger along the rod shown, compresses the spring, etc. No complicated mechanism to get out of order.

If it is desired to swing a door slightly heavier or lighter than the ordinary, simply adjust by means of the ratchet which moves back or forth along the threaded part of rod and increases or weakens the tension of spring.

Send for catalog No. 18 giving ten other good features.



THE COLUMBIAN HARDWARE CO.

168 Church Street,
New York.

Manufacturers
CLEVELAND, OHIO.

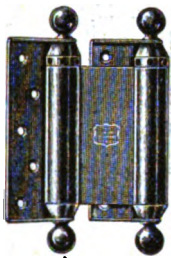
26 Lake Street,
Chicago.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

BOMMER

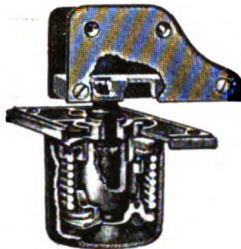
SPRING HINGES

ARE QUALITY GOODS



IMITATED
BY ALL

Reject All
Substitutes



EQUALLED
BY NONE

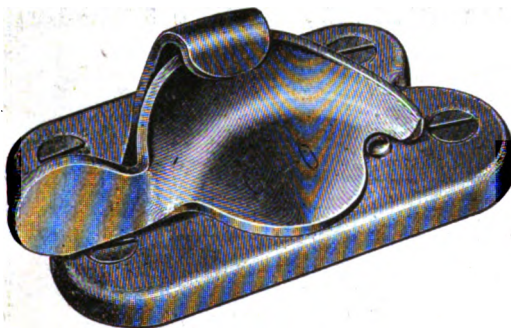
Bommer's
Cost, No More



Your Jobbers Can Supply Them

Manufactured by BOMMER BROTHERS, Brooklyn, N. Y.

Established 1876



MONITOR SASH LOCKS

Never Break

You sell them and your customer wants them because they are the best.

**The Champion
Safety Lock Co.**

GENEVA, OHIO



ASK YOUR JOBBER FOR

Hanson's Universal Balance and U. S. Family Scales

No. 1, 24 lbs. by ounces.
No. 6, 24 lbs. by ounces. Made
with Porcelain Enameled Pan.
No. B8, 24 lbs. by ounces, with
polished Brass Scoop, 12x7 in.

**The Scales That Will
Hold the Trade**

HANSON BROS.

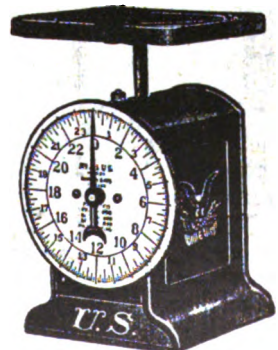
18 W. Randolph Street
Chicago, Ill., U. S. A.

Capacity, 24 lbs.

No. 24. Steel Top

No. 20 Scoop.

No. 22 Scoop with
flat form.



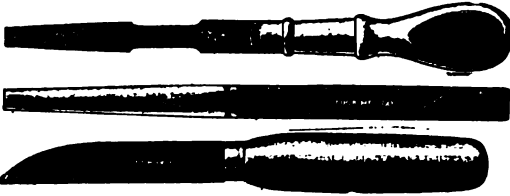
IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



"I Want a Barrow

One that's light, strong and wheels easily." You have heard customers order that way. The Syracuse No. 75 Medium, No. 79 Large will take care of them

SYRACUSE CHILLED PLOW CO.
Syracuse, N. Y., U. S. A.



Established 1852

TUCK MFG. CO.

BROCKTON, MASS.

MANUFACTURERS OF

Fine Tools, Cutlery and Springs

NAIL SETS OF ALL SIZES AND KINDS

Send for Tool Catalogue



Established 1850

Incorporated 1891

EVERYTHING IN BRUSHES

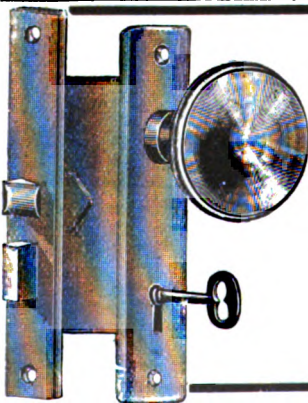
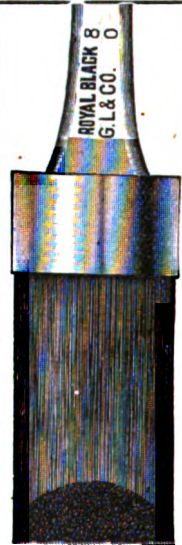
Gerts, Lumbard & Co., BRUSH MAKERS

208 and 210 Randolph Street, Chicago

All our best grades have our full firm name stamped on them. This is our guarantee for quality.

ASK YOUR JOBBER FOR THEM

If they haven't them, write us.



Brass Goods Mfg. Co.

BROOKLYN, N. Y.

Manufacturers of

**BUILDERS' HARDWARE
REFRIGERATOR TRIMMINGS
BOX and CHEST TRIMMINGS.**

Special Goods Made To Order.

Write for Catalogue.

HANOVER

WIRE FLY SCREEN
CLOTH AND
OTHER LINES

JOHN M. HART COMPANY

DIRECT REPRESENTATIVE
OF MANUFACTURERS OF EXCLUSIVE
JOBBER'S TRADE

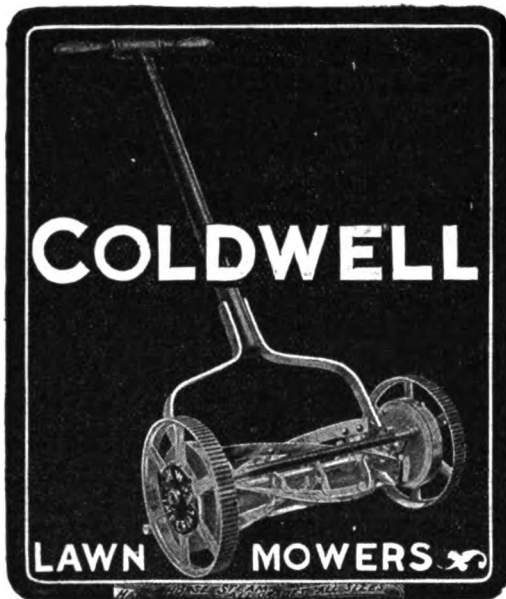
GENERAL OFFICES:

2nd and 3rd
BLOCH CHICAGO

OFFICES:

ST. LOUIS
KANSAS CITY
ST. PAUL
MEMPHIS
GRAND RAPIDS

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



COLDWELL LAWN MOWERS

Hand Power
Horse Power
Motor Power

ALL STYLES ALL PRICES

OVER 600 COLDWELL LAWN MOWERS
in use on the Parks of New
York (Greater).

SEND FOR CATALOGUE.

COLDWELL LAWN MOWER COMPANY,
NEWBURGH, N. Y.

THE METALLIC GRASS CATCHER
IS MADE OF
GALVANIZED WIRE

It fits any lawn mower, and may
be attached or detached instantly.
It is light, strong and dur-
able. The
Hardware
Jobbers
sell them.

**GET
THE
BEST**

Address **PERRY DIXON CO.**
MERRIAM PARK, ST. PAUL, MINNESOTA

OSBORN

**LAWN MOWER
SHARPENER**

Simple in Construction. Always Ready for Use.
Write for Price.

THE OSBORN MANUFACTURING CO.
CLEVELAND, O.

Fire! Fire!! Fire!!!

Are You Protected Against Fire?
THE LIGHTNING FIRE EXTINGUISHERS
ARE SURE DEATH TO FIRE.
SAFE, SURE AND SIMPLE TO USE.
Composed of a combination of Dry
Chemicals of absolute permanency.
Prices, Standard Size, \$1.00 each.
Commercial " 1.50 "

Every Dealer should carry
these in stock, they sell well.
Write for particulars to
The Suffolk Chemical Co.
170 Summer St., Boston, Mass.
Telephone connection.

Maximum
Protection
for a
Minimum
Expense

Complete in Every
Detail.

The Nettleton Reversible Nipper

Made in 5 Sizes,
6, 8, 10, 12 and 14-inch

Every Pair Fully Warranted Against Flaws.
2 TOOLS IN 1

There are two fine cutting edges to each blade, each
held in place by screws. Jaws unusually strong, easily
reversible, adjustable and interchangeable.
6 and 8-inch made for cutting piano wire.
Send for Sample and Prices.

The Nettleton Mfg. Co., MIDDLETOWN, CONN.
New York Office and Salesroom: 157 Chambers St.

**Quick
Adjustment,
Longer
Service.**

**No Screwdriver
Required.**



**Not how cheap,
but Quality and
Durability.**

**Write for trade
prices and circular.**

THE SHEAR OF THE YEAR

KRAUT & DOHNAL,

Dept. H.

No. 168 S. Clark St., Chicago

LUFKIN

TAPES AND RULES

Are the Best in the World.
Made by **THE LUFKIN RULE CO.**
Saginaw, Mich., U. S. A.
New York London

For Sale Everywhere.
Send for Catalogue.

TO CLOSE OUT ONE THOUSAND 400-lb. SIX HOLE STEEL RANGES



These Ranges Formerly Retailed at \$60 Each.

On account of change in patterns I will close out the entire lot

At \$15 Each

They have six 8-inch lids; Top Cooking Surface, 30 x 34; Large Warming Closet; 15-Gallon reservoir; Oven 17 x 21 x 12; Duplex Grates; Burn Wood or Coal. Lined throughout with Asbestos. *Guaranteed strictly first-class in every respect. Big snap for cash buyers.* For particulars, address

WM. G. WILLARD

Room No. 59 Willard Bldg, Chestnut St, near 4th St., St Louis. Mo.



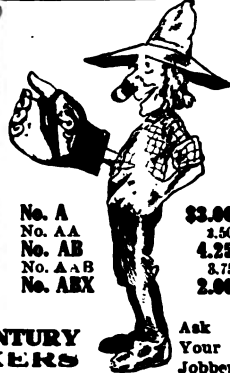
No. 12, Heavy Lea, \$1.25



No. C1. - \$2.00
Corn Queen



No. C. - \$2.20
No. CC. - 2.25



No. A \$3.00
No. AA 1.50
No. AB 4.25
No. AAB 8.75
No. ABX 2.00

- No. 14, Assorted Colors Back Leather, 2 doz. box, \$0.70
No. 26, Assorted Leathers, Grain or Buck, .50
No. 27, Extra Fine Grain Leather, 1.00
No. 28, Selected, Soft Grain Leather, 1.25
51 STYLES

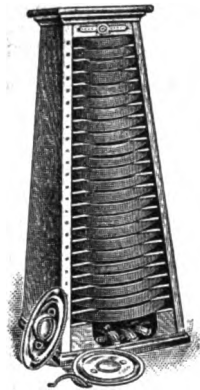
R. F. CLARK, Mfr.
100 Lake St., Chicago.

THE FARMERS' LINE

**20th CENTURY
HUSKERS**

Ask
Your
Jobber

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



THIS Pot Cover Cabinet

FURNISHED WITH OUTFIT
OF OUR NEW

Spring-In Handle Pot Cover



Adjusting a Spring-in Handle.

For further information write

LASHER MFG. CO., Inc., Davenport, Iowa



YOU AND NAPOLEON

Napoleon overlooked one "little thing"—the sunken road at Waterloo—and it cost him his job. You can overlook "3 in One" and still hold your job. But you'll lose trade. People ask for

"3 IN ONE"

because they know that it is the "one" oil and the "only one" oil for properly cleaning, polishing, preventing rust and lubricating.

Do you prescribe for your customers or do you sell them what they want? We will advertise for you to-morrow—write us to-day.

G. W. COLE COMPANY

145 BROADWAY, - - NEW YORK CITY

"GLOBE" VENTILATOR

and "Globe Ventilated Ridging" are
Simple, Symmetrical, Storm
Proof, Satisfactory



Copper, Galvanized Iron and with Glass Tops.
Send for Blue Print, Catalogue or Model.
Manufactured by

Globe Ventilator Company
TROY, N. Y.

U.S. INFALLIBLE METAL POLISH

IN
PASTE,
LIQUID
OR
POWDER

FOR ALL KINDS OF METALS

Best, Cheapest, Goes Furthest. Never dries up or shrinks. Money makers for everybody. Sold by the Jobbing trade. Sample and circular free by mail. Address

GEO. W. HOFFMAN, Mfr.,
295 E. Washington St., INDIANAPOLIS, IND.

Branches: { 1-3 Park Row, New York City.
118 E. Madison Street, CHICAGO, ILL.
1770 16th Street, SAN FRANCISCO, CAL.
Established 20 years.

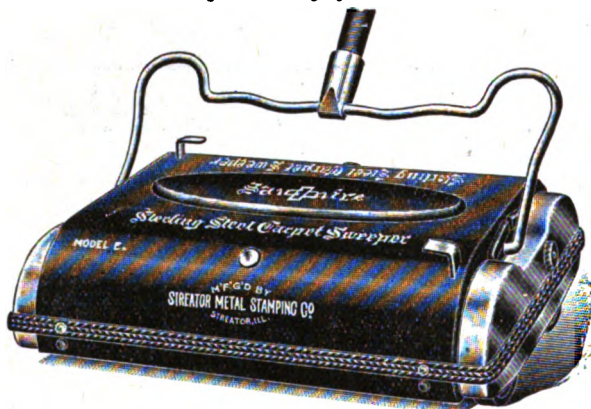
Established 1842



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

STERLING STEEL CARPET SWEEPERS ONLY SANITARY SWEEPER MADE

Our superb line of **STERLING STEEL CARPET SWEEPERS** is a distinct novelty, containing all of the good points of the highest class sweepers, together with numerous advantages and improvements. Made entirely of cold rolled, drawn, sheet steel, presenting the **HANDSOMEST FINISH** ever shown in sweeper construction and producing the **ONLY SANITARY SWEEPER MADE, NO FREAKS, NO EXPERIMENTS**, but rational improvements and developments that can be demonstrated by any fair minded person. Sold **STRICTLY ON MERITS**. Satisfaction positively guaranteed. Critical experts acknowledge **STERLING STEEL CARPET SWEEPERS** show greater development in sweeper construction than all others in the past thirty years.



"MODEL E, SANITAIRE"

"All working parts protected from dust"

"Guaranteed to sweep when others fail"

"Prices absolutely maintained"

**No argument necessary
Sell on sight**

Write for Illustrated Catalog

MANUFACTURED BY

**STREATOR METAL
STAMPING CO.**

Streator, Ill., U. S. A.

Branches:

**SAN FRANCISCO, 105 Front Street
NEW YORK, No. 10 Warren Street
CHICAGO, 86 E. Lake Street**



COFFEE that has been ground for weeks does not have the delicious flavor of that which is freshly ground.

The strength and aroma of the coffee are retained in the air-tight hopper of the Crystal Coffee Mill.

The mechanical equipment is the best that 25 years' experience can produce.

We make 70 other patterns of mills and 400 articles that have been factors in the success of thousands of merchants.

Our catalogue is free.

ARCADE MFG. CO.

FREEPORT, ILL.

THE HUSTLER ASH SIFTER

"Say, this is great!"



**Don't Delay
Your Orders
for
Hustler Sifters**

The demand will be
tremendous when
the Season fairly
opens.

**THE HUSTLER PLEASES EVERYBODY.
NO DUST. NO DIRT. IS A QUICK SELLER.**

TIME TO ORDER IS NOW AND BE SURE OF PROMPT DELIVERY.

Sales have doubled each year over previous year. Send for catalogue and prices.

MADE ONLY BY
HILL DRYER CO., 315 Park Ave., WORCESTER, MASS.
New York Office, 373-375 BROADWAY.

The Lovell Window Operating Device

The Best Window Opening Apparatus on the Market and the Only One That Will, if Desired, Operate a Line of Sash 600 Feet Long From One Station.

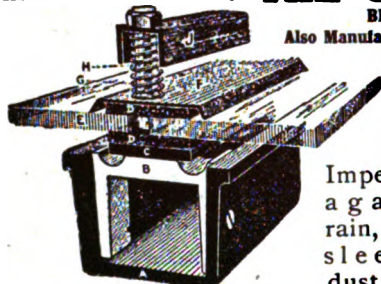
Easily erected with the aid of blue prints, and full directions sent with every shipment.

Manufactured and Erected by **THE G. DROUVE CO.**

BRIDGEPORT, CONN.

Also Manufacturers and Erectors of the

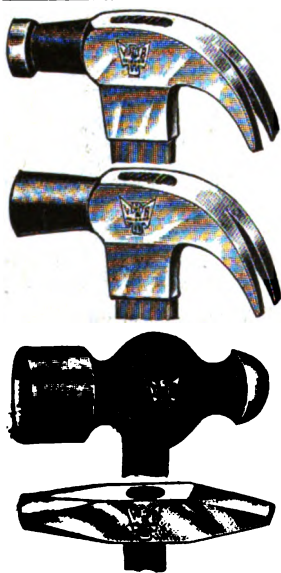
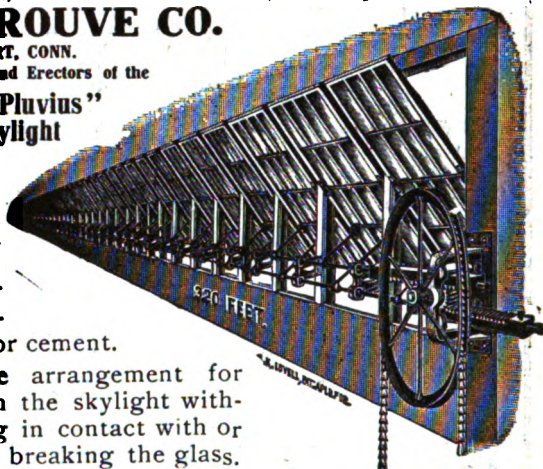
"Anti-Pluvius"
Skylight



- A.—Steel Supporting Bar
- B.—Mall. Iron Bridge
- C.—Flat Iron
- D.—Felt
- E.—Glass
- F.—Copper Sheet Cap
- G.—Coil Galv. Brass Spring
- H.—Galv. Brass Stud
- J.—Bridge (for walking on skylight)

Impervious
against
rain, snow,
sleet or
dust, with-
out putty or cement.

Bridge arrangement for
walking on the skylight with-
out coming in contact with or
danger of breaking the glass.



HAMMERS

*Vaughan & Bushnell
Manufacturing Co.*

EAGLE BRAND



OUR Eagle stamp on a hammer is a small thing to look for, but a great thing to find. It insures, first of all, *quality*; second, *careful and skilled workmanship*; third, *correct pattern*; and greatest of all, it insures *perfect tempering*, without which no hammer, where-ever or however made, can give uniformly good results.

Manufactured at Chicago, Ill., U. S. A., by

1869 **Vaughan & Bushnell Manufacturing Co.** *1906*
Toolsmiths



Write us for prices and discounts

We are Headquarters for Quick-Selling Specialties

FIVE AND TEN CENT GOODS

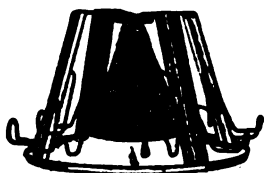
Nickel-Plated Hammers

Our line is not equalled in quality, style, finish and price. Let us prove this assertion. Our catalogue will interest you.

Franklin Specialty Co.

811 Cherry Street

Reading, Pa.



THE ORIGINAL AND ONLY INCANDESCENT

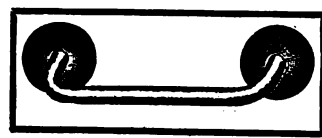
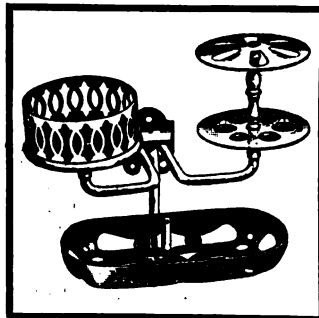
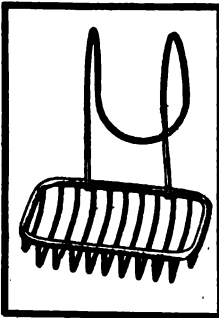
Wire Cone Toaster

For Gas or Gasoline Stoves

HARKINS & WILLIS, Manufacturers, ANN ARBOR, MICHIGAN

Convex bottom—fits all stoves—
Grooved Edge catches the crumbs—
Open top toasts the fifth slice—
Or heats Plate, Tea or Coffee Pot—
Toasts five slices in two minutes—
Once tried will use no other—

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



Samples from our complete line of Bath Room Trimmings. Catalogues of Bath Room Trimmings and Furniture Trimmings sent on request.

AMERICAN RING CO., Waterbury, Conn.

**CAST AND WROUGHT BRASS KNOBS
BRASS UPHOLSTERY NAILS**

**OTHER FURNITURE TRIMMINGS IN
GREAT VARIETY**

BRANCH New York, 1 & 2 Hudson St.
OFFICES Boston, 170 Summer St.

Chicago, 199 Lake St.
Oakland, Cal., Temporary office, 208 Woodmen Bldg.

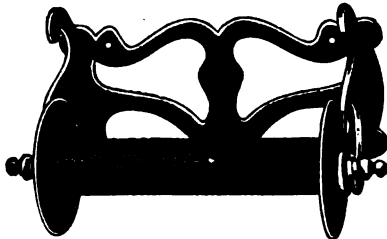
"Everything comes to the man who goes after the things some other fellow is waiting for."

NOW IS THE TIME TO STOCK UP WITH OUR LINE OF

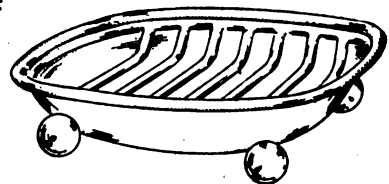
BATH ROOM TRIMMINGS

Moderate Prices. Over 100 Patterns. Are Solid Brass, Nickered.

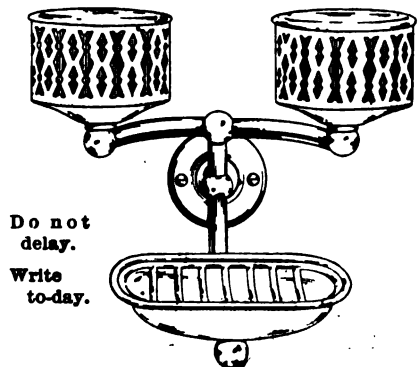
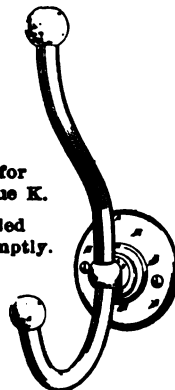
Ask your jobber about our goods.



**NOVELTY
MFG. CO.**
DEPT. K.
Waterbury, Conn.



Send for
Catalogue K.
Orders filled
promptly.



Do not
delay.
Write
to-day.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Eagle Mop Wringers and Buckets Combined

"AHEAD OF THE REST"



The "JUST AS GOOD" is not yet made.
Our line is the standard of Comparison, the Highest point of Mechanic's skill. To appreciate their Merits, you must see them.
We enjoy the proud distinction of being the LARGEST manufacturers in this line. Our SALES are GREATER than the COMBINED sales of all others. The reason is that the EAGLE has better features, is more PRACTICAL and built better than others. To be had from all Jobbers. A Catalogue for the asking.

Ohio Detachable Mops Are Supplanting All Others.

No Cotton Wasted.
Cannot Pull or Rot Off Handle.
For Simplicity and Durability are Unexcelled.
We Guarantee Their Construction and Full Weight.
Are very simple, cotton being clamped with a positive grip by wire which will not break or rust.
Every head comes ready for attachment.
They cover more floor space and outlast the old style round mop of equal ounces.
They are the only perfect Mop Heads and Handles offered to the trade, and we are justified in stating they are the BEST.
Jobbers all over the country taking on this line; ask them.



EAGLE COOPERAGE WORKS,

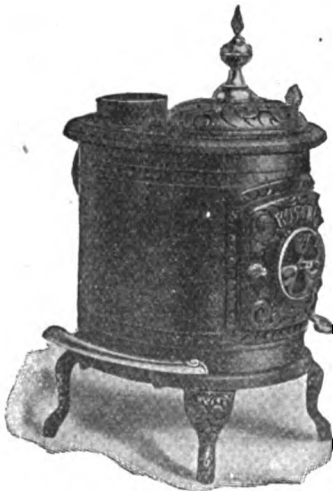
CIRCLEVILLE,

Sole Manufacturers,

OHIO, U. S. A.

We Manufacture a Choice Assortment of Strictly
High-Grade

AIR-TIGHT HEATERS



Get Our Catalog and Prices

The B. C. BIBB STOVE CO.

101 to 109 Light Street, - BALTIMORE, MD.

This

Trade



Mark

Guarantees

Satisfaction

THE "WHITE" MOP WRINGERS

Satisfy Everybody

because they wring the mop perfectly. Others, failing to do this, depend on "talking points." The "White" talks for itself. When a man offers you something "better," or "just as good for less money," invite him to the wringing test.

Ask your jobber for the "White."

Send for Booklet.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y., U. S. A.
(Formerly Jamaica, Vt.)

BEWARE OF INFRINGEMENTS



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Dana
Peerless

This is the freezer
that sells.



Write
for
Dana
Food
Chopper
catalog

MOP IS WRUNG BY SPRINGS

Both feet rest firmly on the floor—no danger of upsetting bucket and wetting feet. Pressure that wrings mop is from a spring, not from the foot. Two springs, one on either side, are independent of each other, pressure adjusts itself to any unevenness of mop—wrings all of mop thoroughly.

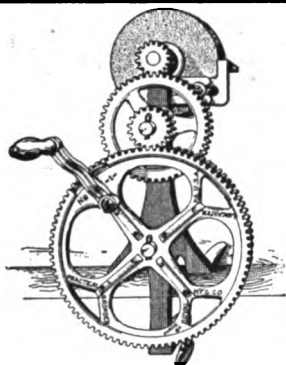
Bucket is strong and extra braced. Rollers are solid maple and never stick. Attractively labeled—make good display in your store—sure to please customers.

Ask your jobber.

THE DANA MFG. COMPANY, Cincinnati

10 Warren Street, N. Y.

Prepare for magazine advertising.



BEATS THE GRINDSTONE TEN TIMES OVER

HAND POWER AND FOOT POWER GRINDERS AND TOOL SHARPENERS

Alundum Grinding Wheels. Consumers need this kind every day in the year. Four Sizes. Write for Catalogue.

Discount to the Trade.

ROYAL MANUFACTURING CO.,

208 East Walnut Street, Lancaster, Penna., U. S. A.

For the Gasoline Season

Your customers eat TOAST in the summer as well as in the colder months when the coal or wood stove is working, and the fact that the STANDARD TOASTER will make crisp, brown, delicious toast over an ordinary gasoline flame, will help you not a little in selling gasoline stoves.

The STANDARD TOASTER

Toasts bread equally well over a gas, gasoline, coal or wood stove.

The Handsome Display Stand
COSTS YOU NOTHING.

Ask your Jobber to include one with your next order. If he will not supply you, ask us.

The STANDARD STAMPING CO.

MARYSVILLE, O.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



Patented

SOON you will buy some of our improved ASH and GARBAGE CANS. *Because they have no rivets to pull out, linked hoops to pull off or thin bottoms to rust out; galvanized after assembling*

"Body is one piece, having ten flutes inside of which are $\frac{3}{4}$ inch iron rods run through holes in solid top and solid bottom, making it impossible to pull the bottom and top apart." *For full particulars write to:*

THE ARROW CAN COMPANY

—SOLE MANUFACTURERS—

35 WARREN STREET, NEW YORK

THE ARROW CAN



Our Specialty



...THE...

WHITE DAISY

**The Most Perfect Rubber Type
of Washer Ever Produced**

Double Ball Bearing Throughout,
Corrugated Tub, Hinged Cover,
Adjustable Drip Board, and
Fully Guaranteed.

WHITE LILY WASHER CO.

Toledo, Ohio Davenport, Iowa

ELLERS METAL CEILINGS

LATEST AND BEST DESIGNS

EASY TO PUT ON. EASY TO SELL.
PRICES ALWAYS RIGHT.

ELLERS ROOFING-TIN

THE KIND THAT LASTS
SAMPLES AND PRICES ON APPLICATION.
THE ELLER MFG CO.
SUCCESSORS TO J. H. ELLER & CO.
CANTON OHIO

COKE-
AND
CHARCOAL PLATES.
SOLDER.
HANGERS ETC.

EAVES
TROUGH.
CONDUCTOR PIPE.
ROOFING.
SIDING ETC.

CORNICE

SKYLIGHTS

THE NAIAD FILTERS

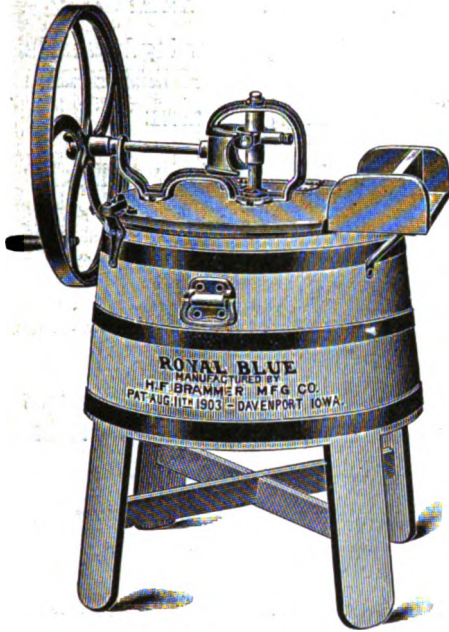
It goes without saying that pure water is an imperative need—that few supplies are pure—that a filter that can be trusted to insure pure water would be a boon to the public and very profitable to the dealer. But physicians are saying that most domestic filters are a delusion and a snare—a distinct source of danger.

Moral: Don't buy a filter for yourself—don't undertake to sell filters, without investigating. Our Booklet on PURE WATER is an up-to-date discussion of the water problem, and affords much information regarding the different kinds of filters. Send for it.

Do you know that the Naiad Filters are new in principle, of moderate cost, and endorsed by expert Sanitarians wherever known? Write for Circulars, Prices, etc.

The Naiad Filter Co., 606 Sudbury Building, Boston, Mass.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



NOW IS THE TIME!

Don't wait until to-morrow
but write at once for the
exclusive agency for the

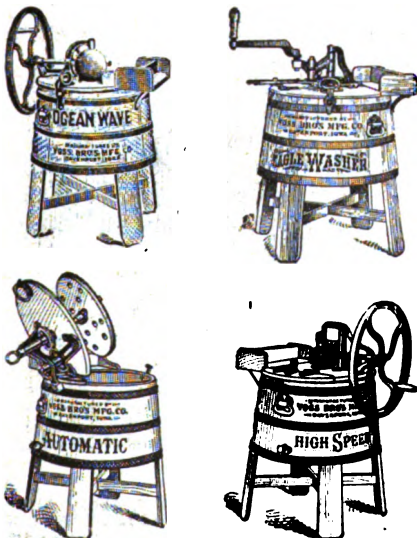
Royal Blue Washing Machine

Finished in natural color of wood.
Hoops and castings painted
with Royal Blue Enamel

H. F. Brammer Mfg. Co.

1469 W. 2d Street, DAVENPORT, IOWA.

THE VOSS LINE OF WASHERS



Are you interested in
a line of Washers that
is *sold Exclusively* to
the *RETAIL MERCHANT*, and that
fully protects you from
MAIL ORDER
and CATALOGUE
HOUSE competition?

Our *Exclusive Agency*
proposition should in-
terest you. Write today.

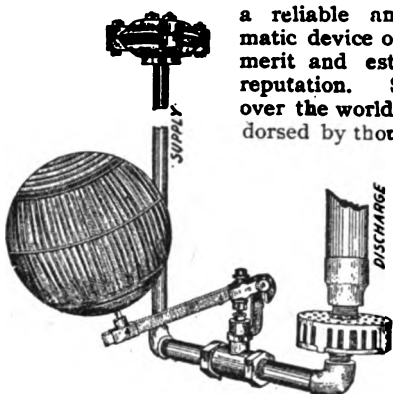
VOSS BROS. MFG. CO.
1326-32 WEST THIRD STREET
DAVENPORT, IOWA

**500,000 OCEAN
WAVES IN USE**

WET CELLARS

Positively, permanently and economically
drained by the

Gilmax Gellar Drainer,



a reliable and automatic device of proven merit and established reputation. Sold all over the world and endorsed by thousands of users.

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Every hammer stamped with name and trade mark.

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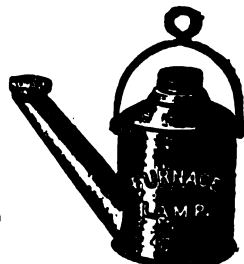
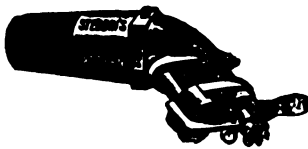
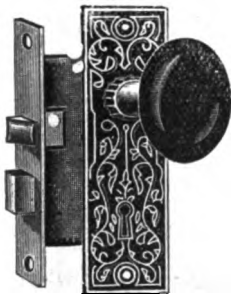
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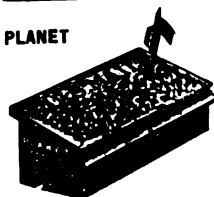
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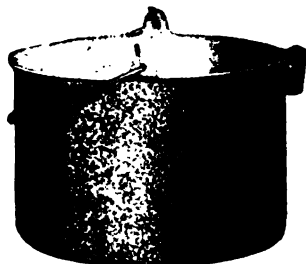
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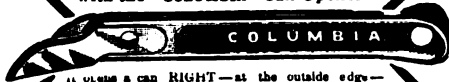


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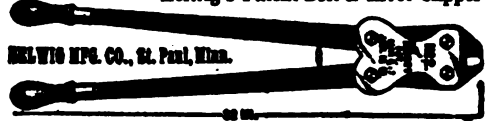
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with the "COLUMBIA" Can Opener



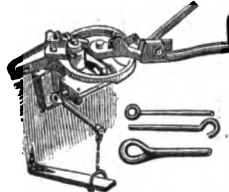
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Get the circular—it tells all—(Caption: Dispute.)

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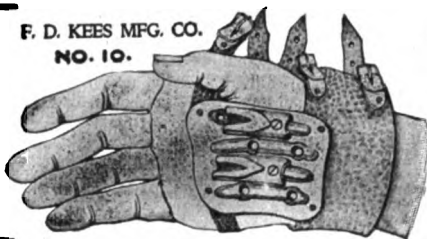
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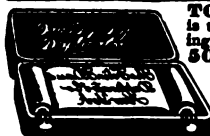


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If you don't find what you want write us, for we have a complete catalogue file which we place at your service.

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Allen & Co., S. L., Box 1100 H. Philadelphia, Pa.

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Prairie Mfg. Co., Indianapolis, Ind.

Ammunition
Peters Cartridge Co., Cincinnati, O.

Angle Benders

(See Benders.)

Apple Parers

Reading Hardware Co., Reading, Pa.

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Johns-Manville Co., H. W., 100 William St., New York.

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Arrow Can Co., 35 Warren St., New York.

Briscoe Mfg. Co., Detroit, Mich.

Ash Sifters

Gilbert & Bennett Mfg. Co., Chicago, Ill.

Hill Dryer Co., 315 Park Ave., Worcester, Mass.

Auger Bits

Greenlee Bros. & Co., Rockford, Ill.

Jennings & Co., C. E., 42 Murray St., New York.

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Ohio Tool Co., Columbus, O.

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Peck Hardware & Mfg. Co., C. A., Berlin, Wis.

Automobiles

Stevens Arms & Tool Co., J., Chicago, Ill.

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(See Jacks.)

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Plume & Atwood Mfg. Co., 9 Murray St., New York.

Ham Mfg. Co., C. T., Rochester, N. Y.

Automobile Supplies

Excelsior Supply Co., Chicago, Ill.

Mogger, Inc., C. A., 203 W. 80th St., New York.

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Snow Flake Axle Grease Co., The, Fitchburg, Mass.

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Dixon Crucible Co., Jos., Jersey City, N. J.

Axle Oil

Miller Co., Frank, 349 W. 20th St., New York.

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Glascok Bros. Mfg. Co., Muncie, Ind.

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Wright Wire Co., Worcester, Mass.

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Northwestern Barb Wire Co., Sterling, Ill.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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(See Auger Bits.)

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Carpenter & Co., Geo. B., 200 Water St., Chicago.

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(See Marine Hardware.)

Boats, Canvas

Glascok Bros. Mfg. Co., Muncie, Ind.

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Mott Iron Wks., J. L., The, 84-90 Beekman St., New York.

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Porter, H. K., Everett, Mass.

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Ajax Mfg. Co., Pittsburg, Pa.

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 Russell & Erwin Mfg. Co., New Britain, Conn.
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 Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.
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 (See Elevators.)
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 Berger Bros. Co., Philadelphia, Pa.
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 Powers Publishing Co., The, Norwalk, Ohio.
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 Star Expansion Bolt Co., 147 Cedar St., New York.
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 Rotary File & Mach. Co., 589 Kent Ave., Brooklyn, N. Y.
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 (See Presses.)
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 Lufkin Rule Co., Saginaw, Mich.
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 (See Bells.)
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Grass Catchers
 (See Catchers.)
Grinders, Alundum
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 Atlantic Grindstone Co., Providence, R. I.
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Grindstones, Bicycle
 Cleveland Stone Co., Cleveland, O.
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 Union Hdw. Co., Torrington, Ct.
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 (See Saws.)
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 (See Clipping Machines.)
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 (See Axes and Hatchets.)
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Haying Tools
 Hunt-Helm-Ferris & Co., Harvard, Ill.
 Louden Machinery Co., Fairfield, Ia.
 Myers & Bro., F. E., Ashland, O.
 Porter Co., J. E., Ottawa, Ill.
Heaters and Boilers
 Mott Iron Works, J. L. The, 84-90 Beekman St., New York.
Heaters
 (See Oil Stoves; Carriage Heaters)
Heel Plates
 Griffin Mfg. Co., Erie, Pa.
 Stanley Works, New Britain, Conn.
Hinges, Floor
 Bommer Bros., Brooklyn, N. Y.
 Columbian Hdw. Co., Cleveland, O.
 Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.
Hinges, Spring
 Bommer Bros., Brooklyn, N. Y.
 Chicago Spring Butt Co., Chicago, Ill.
 Columbian Hdw. Co., Cleveland, O.
 Shelby Spring Hinge Co., Shelby, O.
Hinges, Strap and T
 Griffin Mfg. Co., Erie, Pa.
 National Mfg. Co., Sterling, Ill.
 Stanley Works, The, New Britain, Conn.
Hinges, Window and Screen
 Diehl Novelty Co., Sheboygan, Wis.
 Kees Mfg. Co., F. D., Beatrice, Neb.
Hoes
 (See Agricultural Implements.)
Hoes, Self Cleaning
 Rock River Mfg. Co., Dept. F., Dixon, Ill.
Holts, Chain
 Spedel, J. G., Reading, Pa.
 Yale & Towne Mfg. Co., 9 Murray St., New York.
Holts, Electric
 Yale & Towne Mfg. Co., 9 Murray St., New York.
Hollow Ware
 Avery Stamping Co., Cleveland, O.
 Briscoe Mfg. Co., Detroit, Mich.
 Cleveland Stamping & Tool Co., Cleveland, O.
Hooks, Box
 Patterson, Gottfried & Hunter, Ltd., 146-150 Centre St., New York.
Hooks, Fishing
 Chester & Co., F. E., Providence, R. I.
 Enterprise Mfg. Co., Akron, O.
Horse Mowers
 Coldwell Lawn Mower Co., Newburgh, N. Y.
Horsehoe Nails
 (See Nails.)
Horse Pokes
 Ely Mfg. Co., Theo. J. Glard, Pa.
Hose Reels
 Specialty Mfg. Co., St. Anthony Park, Minn.
Huskies, Corn
 Clark, R. F., 100 Lake St., Chicago.
Hydraulic Presses
 Waterbury-Farrel Foundry & Mach. Co., Waterbury, Conn.
Ice Cream Freezers
 Dana Mfg. Co., Cincinnati, O.
 North Bros. Mfg. Co., Phila., Pa.
Ice Creepers
 Blair Husking Glove Co., Bucyrus, O.
Ice Picks
 Ducharmes & Co., Shelburne Falls, Mass.
 Erie Specialty Co., Erie, Pa.
Ice Shredders
 Enterprise Mfg. Co. of Pa., Phila., Pa.
 Graham & Co., J. H., 113 Chambers St., New York.
Ice Tools
 Gifford-Wood Co., Hudson, N. Y.

Jacks
 Acme Ball Bearing Co., 108 Duane St., New York.
 Barth Mfg. Co., G., Milwaukee, Wis.
 Covert Mfg. Co., Troy, N. Y.
 Oliver Mfg. Co., 215 Desplaines St., Chicago, Ill.
Jewelry and Kindred Lines
 Myers Co., S. F., 47v-49 Maiden Lane, New York.
Job Lots, Hardware
 Peck & Mack Co., 10-12 Murray St., New York.
 Welland, Chas., 147 Chambers St., New York.
Joist Hangers
 Columbian Hdw. Co., Cleveland, O.
Key Rings
 Ames Sword Co., Chicopee, Mass.
 Smith & Egge Mfg. Co., Bridgeport, Conn.
Kick Plates
 Reading Hdw. Co., Reading, Pa.
 Russell & Erwin Mfg. Co., New Britain, Conn.
 Turner Brass Wks., The, 61 North Franklin St., Chicago, Ill.
 Yale & Towne Mfg. Co., 9 Murray St., New York.
Kitchen Cabinets
 Specialty Mfg. Co., Titusville, Pa.
Knives
 (See Butcher, Pocket, etc.)
Kram Cutters
 Dixon & Sons, Inc., Henry, Philadelphia, Pa.
Ladders
 Specialty Mfg. Co., Titusville, Pa.
 Udell Works, 1238 W. 28th St., Indianapolis, Ind.
Ladders, Rolling Shelf
 Bicycle Step Ladder Co., 55 Randolph St., Chicago, Ill.
 Coburn Trolley Track Mfg. Co., Holyoke, Mass.
 Milbradt Mfg. Co., 1445 N. 8th St., St. Louis, Mo.
 Myers & Bro., F. E., Ashland, O.
Lamp Burners
 Plume & Atwood Mfg. Co., 29 Murray St., New York.
Lamp Burners, Glass Cone
 Maple Co., R. H., Dayton, Ohio.
Lamps
 Plume & Atwood Mfg. Co., 29 Murray St., New York.
 Royal Gas Light Co., 209 E. Kinzie St., Chicago, Ill.
Lamps, Driving
 Ham Mfg. Co., C. T., Rochester, N. Y.
Lamps, Miners
 McClintock & Irvine Co., Pittsburg, Pa.
Lanterns
 Berger Mfg. Co., Canton, O.
 Ham Mfg. Co., C. T., Rochester, N. Y.
 Pritchard-Strong Co., 29 Circle St., Rochester, N. Y.
Latches
 Peck Hardware & Mfg. Co., C. A., Berlin, Wis.
Lathing, Wire
 Clinton Wire Cloth Co., Clinton, Mass.
 Ludlow-Saylor Wire Co., The, St. Louis, Mo.
Lawn Mower Sharpener
 Osborn Mfg. Co., Cleveland, O.
Lawn Mowers
 Briscoe Mfg. Co., Detroit, Mich.
 Coldwell Lawn Mower Co., Newburgh, N. Y.
 Reading Hdw. Co., Reading, Pa.
 Supplee Hdw. Co., Philadelphia, Pa.
Lawn Sprinklers
 Specialty Mfg. Co., St. Anthony Park, Minn.
 Standard Stamping Co., Marysville, O.
Lawn Swings
 Specialty Mfg. Co., Titusville, Pa.
Leather Goods, Carriage
 McKinnon Dash Co., Buffalo, N. Y.
Leather Goods, Sporting
 Draper & Maynard Co., Plymouth, N. H.
Levels
 Chapin-Stephens Co., Pine Meadow, Conn.
 Davis & Cook, Watertown, N. Y.

Stanley Rule & Level Co., New Britain, Conn.
Lighting Systems
 Royal Gas Light Co., 209 East Kinzie St., Chicago, Ill.
 Oakman Mfg. Co., 84-86 Chambers St., New York.
Locks and Knobs, Door
 Reading Hdw. Co., Reading, Pa.
 Russell & Erwin Mfg. Co., New Britain, Conn.
 Taylor & Boggis Fdry. Co., Cleveland, O.
 Yale & Towne Mfg. Co., 9 Murray St., New York.
Lockers, Wire
 Wright Wire Co., Worcester, Mass.
 Ludlow-Saylor Wire Co., St. Louis, Mo.
Lubricants
 (See also Oil.)
 Dixon Crucible Co., Jos., Jersey City, N. J.
Machinery
 Dwight Slate Machine Co., Hartford, Conn.
 Patterson, Gottfried & Hunter, 146-150 Centre St., New York.
 Waterbury-Farrel Foundry & Mach. Co., Waterbury, Conn.
Machinists' Tools
 Billings & Spencer Co., Hartford, Conn.
 Patterson, Gottfried & Hunter Co., 146-150 Centre St., New York.
 Starrett Co., L. S., Athol, Mass.
Mail Boxes
 Hawkeye Pump Co., Washington, Ia.
 Merriam Mfg. Co., Durham, Conn.
 Peck Hardware Mfg. Co., C. A., Berlin, Wis.
 Reading Hdw. Co., Reading, Pa.
 Smith Bros. Mfg. Co., Indianapolis, Ind.
 Taylor & Boggis Fdry. Co., Cleveland, O.
Manicure Goods
 Sperry & Alexander Co., 300 Broadway, New York.
Mantels
 Ironton Wood Mantel Co., Ironton, O.
Manufacturers' Agents
 (See Hardware.)
Marine Hardware
 Morris Co., A. S., 210-212 Commercial St., Boston, Mass.
Marking Fluid
 Jarvis Co., W. B., 41 Canal St., Grand Rapids, Mich.
Mats, Wire
 Clinton Wire Cloth Co., Clinton, Mass.
Meat Choppers
 (See Food Choppers.)
Medicine Cabinets
 Udell Works, 1238 West 28th St., Indianapolis, Ind.
Metal Ceilings
 Berger Mfg. Co., Canton, O.
 Eller Mfg. Co., The, Canton, O.
 Friedley-Voshardt Co., 194 Mather St., Chicago, Ill.
Metal Polish
 (See Polish.)
Mica, All Purposes
 Munsell & Co., Eugene, New York.
Micrometers
 Starrett Co., L. S., Athol, Mass.
Mixers, Roofing
 Whitener Mfg. Co., J. E., Rockford, Ill.
Miter Boxes
 Miller Falls Co., 28 Warren St., New York.
 Smith & Hemenway Co., 108 Duane St., New York.
Mop Wringers
 Dana Mfg. Co., Cincinnati, O.
 Eagle Coopersage Wks., Circleville, O.
 Ely Mfg. Co., Theo. J. Glard, Pa.
 White Mop Wringer Co., Fultonville, N. Y.
Mops
 Eagle Coopersage Wks., Circleville, O.
 Estes Mills, Fall River, Mass.
Motors, Water
 Divine Water Motor Co., 108-110 Duane St., New York.
Mouse Traps
 Hotchkiss, E. S., Bridgeport, Conn.
Mowers
 (See Horse; see Lawn.)

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Nail Pullers

Bridgeport Hardware Mfg. Co.,
Bridgeport, Conn.
Morrill, Chas., 275 Broadway, N. Y.
Smith & Hemenway, 108-110 Duane
St., New York.
Tower & Lyon Co., 95 Chambers St.,
New York.

Nails, Galvanized

Keystone Nail Co., Inc., Philadel-
phia, Pa.

Nails, Horseshoe

Livingston Nail Co., 104 Reade St.,
New York.
Wiebusch & Hilger, Ltd., 9-15 Mur-
ray St., New York.

Nails, Wire

Townsend Co., C. C. & E. P., New
Brighton, Pa.

Needles, Machine

Excelsior Supply Co., Chicago, Ill.

Nippers

(See Pliers and Nippers.)

Nuts

(See Bolts and Nuts.)

Oil Cans, Spout and Faucet

Berger Mfg. Co., Canton, O.

Oil Cans, Pocket

Melssbach & Bro., A. F., 32-38
Prospect St., Newark, N. J.

Oilers

American Tube & Stamping Co.,
Bridgeport, Conn.
Hammer & Co., Branford, Conn.
McClintock & Irvine Co., Pittsburg,
Pa.

Oil Heaters

(See Stoves.)

Oil, Lubricating

Cole Co., G. W., 145 Broadway, New
York.
Graham & Co., John H., New York.
Pike Mfg. Co., Pike, N. H.

Oil Stones

Carborundum Co., Niagara Falls,
N. Y.
Pike Mfg. Co., Pike, N. H.

Oil Stoves

(See stoves.)

Optical Goods

Manasse, L., 88 Madison St., Chi-
cago, Ill.

Padlocks

Ames Sword Co., Chicopee, Mass.
Miller Lock Co., Philadelphia, Pa.
Russell & Erwin Mfg. Co., New
Britain, Conn.

Yale & Towne Mfg. Co., 9 Murray
St., New York.

Paints, Strainer

Smith Bros. Mfg. Co., Indianapolis,
Ind.

Paint Remover

(See Varnish Remover.)

Paint, Silica Graphite

Dixon Crucible Co., Jos., Jersey
City, N. J.

Paints, Varnishes, Enamels,

etc.
Adams & Elting Co., Chicago, Ill.
Briggs & Co., John, Boston, Mass.

Enterprise Paint Mfg. Co., 225-231
N. Van Buren St., Chicago, Ill.
Gerstendortter Bros., 231 E. 42d St.,
New York.

Lucas & Co., John, Philadelphia, Pa.
Nice, Eugene E., 272-274 South 2d
St., Philadelphia, Pa.

Pitkin Co., Geo. W., Chicago, Ill.
Paper, Hardware Wrapping
Hewitt & Bros., C. B., 48 Beekman
St., New York.

Patents

Peck, Hubert E., 625 F St., Wash-
ington, D. C.

Perforated Metal

Clinton Wire Cloth Co., Clinton,
Mass.

Pinking Machines

Rotary File & Machine Co., The,
589 Kent Ave., Brooklyn, N. Y.

Pipe Cutters

Barnes Tool Co., New Haven, Conn.
Pipe Hooks and Straps
Berger Bros. Co., 231-237 Arch St.,
Philadelphia, Pa.

Pistols

(See also Revolvers.)

Johnson's Arms & Cycle Works,
Iver, Fitchburg, Mass.
Stevens Arms & Tool Co., J., Chicopee
Falls, Mass.

Planes

Chapin-Stephens Co., Pine Meadow,
Conn.

Ohio Tool Co., Columbus, O.
Stanley Rule & Level Co., New Bri-
tain, Conn.

Tower & Lyon Co., 95 Chambers St.,
New York.

Plate Cleaners

Lasher Mfg. Co., Davenport, Ia.
Watson-Porter-Watson Co., Ltd.,
Unadilla, Mich.

Plated Ware

International Silver Co., Meriden,
Conn.
Oneida Community, Ltd., Oneida,
N. Y.

Pliers and Nippers

Billings & Spencer Co., Hartford,
Conn.
Cronk & Carrier Mfg. Co., Elmira,
N. Y.

Morrill, Chas., 275 Broadway, New
York.

Nettleton Mfg. Co., Middletown,
Conn.

Smith & Hemenway Co., 108 Duane
St., New York.

Schollhorn Co., Wm., New Haven,
Conn.

Plows

Syracuse Chilled Plow Co., Syra-
cuse, N. Y.

Plumb Bobs

Starrett Co., L. S., Athol, Mass.

Plumbing Fixtures

Mott Iron Works, J. L., 84-90 Beek-
man St., New York.

Pocket Knives

Case & Sons, W. E., Bradford, Pa.
Northfield Knife Co., Northfield,
Conn.

Silberstein, A. L., 459 Broadway,
New York.

Wiebusch & Hilger, Ltd., 9 Murray
St., New York.

Ulery Co., U. J., 9 E. Warren St.,
New York.

Police Supplies

Tower & Lyon Co., 95 Chambers St.,
New York.

Polish, Floor

Butcher Polish Co., 356 Atlantic
Ave., Boston, Mass.

Polish, Metal

Hoffman, Geo. W., 295 E. Washing-
ton St., Indianapolis, Ind.

Polish, Stove

A. B. Polish Co., 8-14 Haddon Ave.,
Chicago, Ill.

Black Silk Stove Polish Works,
Sterling, Ill.

Dixon Crucible Co., Jos., Jersey
City, N. J.

Post Hole Diggers

Iwan Bros., Streator, Ill.

Pot Covers, Kitchen

Lasher Mfg. Co., Davenport, Ia.

Poultry Netting

Clinton Wire Cloth Co., Clinton,
Mass.

Gilbert & Bennett Mfg. Co., Chicago.
Ludlow-Saylor Wire Co., St. Louis,
Mo.

New Jersey Wire Cloth Co., Tren-
ton, N. J.
Wright Wire Co., Worcester, Mass.

Presses, Lard

Enterprise Mfg. Co., of Pa., Phila.
Silver Mfg. Co., Salem, O.

Presses, Meat and Fruit

Enterprise Mfg. Co. of Pa., Phila-
delphia, Pa.

Presses, Power

Shuster, F. B., Co., New Haven,
Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira,
N. Y.
Wiebusch & Hilger, Ltd., 9 Murray
St., New York.

Pumps

Hawker Pump Co., Washington, Ia.

Punches, Conductors

Bridgeport Hardware Co., Bridge-
port, Conn.

Schollhorn, Wm., New Haven, Conn.
Sperry & Alexander Co., 300 Broad-
way, New York.

Punches, Hand

Morrill, Chas., 275 Broadway, N. Y.

Push Carts

Syracuse Chilled Plow Co., Syra-
cuse, N. Y.

Radiators

Castle Co., Wilmot, Rochester,
N. Y.

Mott Iron Works, J. L., The, 84-90
Beekman St., New York.

Rochester Radiator Co., 145 Fur-
nace St., Rochester, N. Y.

Rake, Self-Cleaning

Cronk & Carrier Mfg. Co., The, El-
mira, N. Y.

Rakes

American Fork & Hoe Co., Cleve-
land, O.
Cronk & Carrier Mfg. Co., Elmira,
N. Y.

Ranges

(See Stoves.)

Ratchet Drills

Billings & Spencer Co., Hartford,
Conn.

Razors

Andersen & Co., Alfred, Minneapo-
lis, Minn.

Case & Sons, W. R., Bradford, Pa.
Droescher, S. R., 79 Warren St.,
New York.

National Cutlery Co., Detroit, Mich.
Radiumite Co., 97 So. Clinton St.,
Chicago, Ill.

Silberstein, Firm of A. L., 459
Broadway, N. Y.

Smith & Hemenway Co., 108 Duane
St., New York.

Sperry & Alexander Co., 300 Broad-
way, New York.

Razors, Safety

American Safety Razor Co., Broad-
way and Duane St., New York.

Gem Cutlery Co., 34 Reade St., N. Y.
Gillette Sales Co., Times Bldg., N. Y.

Kampfe Bros., 8 Reade St., N. Y.

Razors, Corn
Kampfe Bros., 8 Reade St., N. Y.

Razor Guards
Weiss, L. T., 297 Tassie Plac.,
Brooklyn, N. Y.

Razor Hones

Droescher, S. R., 79 Warren St.,
New York.

Pike Mfg. Co., Pike, N. H.

Razor Stroaps

Case & Sons, W. R., Bradford, Pa.
Kampfe Bros., 8 Reade St., N. Y.

Perfecto Mfg. Co., Townsda, Pa.
Radiumite Co., 97 So. Clinton St.,
Chicago, Ill.

Reamers

Standard Tool Co., Cleveland, O.

Recording Gauges

Bristol Co., Waterbury, Conn.

Reels

(See Fishing Reels.)

Refrigerator Trimmings

Brass Goods Mfg. Co., Brooklyn,
N. Y.

Registers, Wall and Floor
Berger, L. D., 59 No. Second St.,
Philadelphia, Pa.

Reloading Tools

Union Hdw. Co., Torrington, Conn.

Revolvers

Harrington & Richardson Arms Co.,
222 Park Ave., Worcester, Mass.

Hopkins & Allen Arms Co., Dept. D,
Norwich, Conn.

Iver Johnson's Arms & Cycle Wks.,
163 River St., Fitchburg, Mass.

Marlin Fire Arms Co., 21 Willow
St., New Haven, Conn.

Riddles

(See Screens.)

Rifles

Hamilton Rifle Co., Plymouth,
Mich.

Hopkins & Allen Arms Co., Dept. B,
Norwich, Conn.

Marlin Fire Arms Co., 21 Willow St.,
New Haven, Conn.

Stevens Arms & Tool Co., J., Chicopee
Falls, Mass.

Rifles, Air

Daisy, Mfg. Co., 280 Union St.,
Plymouth, Mich.

Hamilton Rifle Co., Plymouth, Mich.

Ring Rollers

Shuster Co., F. B., New Haven, Ct.

Rivet Machines

Waterbury-Farrel Fdry. & Machine
Co., Waterbury, Conn.

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Riveting Machines

Shuster Co., F. B., New Haven, Conn.

Riveting Machines, Hand

Smith Mfg. Co., F. H., 48 and 50, St. John's Court, Chicago, Ill.

Rivets

Garland Nut & Rivet Co., Pittsburg, Pa.

Townsend Co., C. C. & E. P., New Brighton, Pa.

Roofing, Asbestos

Johns-Manville Co., H. W., 100 William St., New York.

Roofing, Slate

Johnson & Co., E. J., 38 Park Row, New York.

Roofing, Tarred

McClintock & Irvine Co., The, Pittsburg, Pa.

Roofing, Tin

American Sheet & Tin Plate Co., Pittsburg, Pa.

Rope

(See Cordage.)

Rules

Chapin-Stephens Co., Pine Meadow, Conn.

Lufkin Rule Co., Saginaw, Mich.

Stanley Rule & Level Co., New Britain, Conn.

Sad Irons

Enterprise Mfg. Co., Phila., Pa.

Sad Irons, Electric

Prometheus Electric Co., The, 236 East 43d St., New York.

Sad Irons, Self-Heating

Duplex Mfg. Co., 40-42 W. Quincy St., Chicago, Ill.

Safety Razors

(See Razors.)

Sand Paper

(See Emery Paper.)

Sash Balances

Fullman Mfg. Co., Rochester, N. Y.

Sash Chains

Bridgeport Chain Co., Bridgeport, Conn.

Onelda Community Co., Onelda, N. Y.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Estes Mills, Fall River, Mass.

Namson Cordage Wks., Boston, Mass.

Silver Lake Co., Boston, Mass.

Sash Hangers and Fasten'rs

Diehl Novelty Co., Sheboygan, Wis.

Kees Mfg. Co., F. D., Beatrice, Neb.

Phenix Mfg. Co., 34 Center St., Milwaukee, Wis.

Sash Locks

Champion Safety Lock Co., Geneva, O.

Gardner Sash Balance Co., 110 Monroe St., Chicago, Ill.

Ives Co., H. B., New Haven, Conn.

National Mfg. Co., Sterling, Ill.

Reading Hdw. Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

Yale & Towne Mfg. Co., 9 Murray St., New York.

Sash Operating Devices

Drouve Co., G., Bridgeport, Conn.

Sash Pulleys

Grand Rapids Hardware Co., 13 Pearl St., Grand Rapids, Mich.

Reading Hdw. Co., Reading, Pa.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Silver Mfg. Co., Salem, O.

Savings Bank

(See Banks.)

Saw Handles, Cross-Cut

Ely Mfg. Co., Theo. J., Girard, Pa.

Saw Sets and Tools

Atkins & Co., E. C., Indianapolis, Ind.

Diston & Sons, Inc., Henry, Philadelphia, Pa.

Morrill, Chas., 275 Broadway, N.Y.C.

Saw Sharpeners, Automatic

Rotary File & Mach. Co., 589 Kent Ave., Brooklyn, N. Y.

Sawing Machines (Hand and Foot Power)

Barnes Tool Co., New Haven, Conn.

Saws, Hand, etc.

Atkins & Co., E. C., Indianapolis, Ind.

Diston & Sons, Inc., Henry, Philadelphia, Pa.

Jennings & Co., C. E., 42 Murray St., New York.

Massachusetts Saw Works, Chicopee, Mass.

Simonds Mfg. Co., Fitchburg, Mass.

Saws, Hack

Atkins & Co., E. C., Indianapolis, Ind.

Diamond Saw & Stamping Works, Buffalo, N. Y.

Diston & Sons, Inc., Henry, Philadelphia, Pa.

Jennings & Co., C. E., 42 Murray St., New York.

Millers Falls Co., 28 Warren St., New York.

Union Hardware Co., Torrington, Conn.

West Haven Mfg. Co., New Haven, Conn.

Saws, Keyhole

Bridgeport Hdw. Mfg. Co., The, Bridgeport, Conn.

Scales

Hanson Bros., 18 W. Randolph St., Chicago, Ill.

Osgood Scale Co., Binghamton, N. Y.

Pelouze Scale & Mfg. Co., 118 W. Jackson Boul., Chicago, Ill.

Reading Hdw. Co., Reading, Pa.

Triner Scale & Mfg. Co., 1255 W. 21st St., Chicago, Ill.

Scissors

(See Shears.)

Scrapers, Foot

National Mfg. Co., Sterling, Ill.

Screens, Coal, Sand, etc.

Clinton Wire Cloth Co., Clinton, Mass.

Gilbert & Bennett Mfg. Co., Chicago, Ill.

Ludlow-Saylor Wire Co., St. Louis, Mo.

N. J. Wire Cloth Co., Trenton, N. J.

Wright Wire Co., Worcester, Mass.

Screens, Door and Window

Continental Co., 1120 Penobscot Bldg., Detroit, Mich.

Screw Drivers

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Diston & Sons, Inc., Henry, Philadelphia, Pa.

Ducharmes & Co., Shelburne Falls, Mass.

Kimball Co., C. J., Bennington, N. H.

Mayhew Co., H. H., Shelburne Falls, Mass.

North Bros. Mfg. Co., Phila., Pa.

Patterson, Gottfried & Hunter, 140 Centre St., New York.

Stanley Rule & Level Co., New Britain, Conn.

Tower & Lyon Co., 95 Chambers St., New York.

Tuck Mfg. Co., Brockton, Mass.

Screws

Murray, Robert, 24 Duane St., New York.

Reading Hdw. Co., Reading, Pa.

Seythe Stones and Whetstones

Cleveland Stone Co., Cleveland, O.

Pike Mfg. Co., Pike, N. H.

Seythes

Andrews & Co., Alfred, 1304 Washington Ave., South Minneapolis, Minn.

National Cutlery Co., Detroit, Mich.

Shears and Scissors

Atlas Shear Co., Bridgeport, Conn.

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Heinisch's Sons Co., R., Newark, N. J.

Kraut & Dohnal, Dept. II, 168 S. Clark St., Chicago.

Silberstein, A. L., 459 Broadway, New York.

Sperry & Alexander Co., 300 Broadway, New York.

Wiebusch & Hilger, Ltd., 9 Murray St., New York.

Wiss & Sons Co., J., Newark, N. J.

Sheet Metal Specialties

Eller Mfg. Co., Canton, O.

Sheets, Iron and Steel

American Sheet & Tin Plate Co., Pittsburg, Pa.

Shelf Boxes

(See Boxes.)

Shelf Ladders

(See Ladders.)

Shot Guns

(See Guns.)

Shovels, Spades and Scoops

Avery Stamping Co., Cleveland, O.

Channon Co., H., Chicago, Ill.

Show Cases

Detroit Show Case Co., 476-490 W. Fort St., Detroit, Mich.

Grand Rapids Show Case Co., Grand Rapids, Mich.

Signs

U. S. Decalcomania Co., 154 Lake St., Chicago, Ill.

Sink Brushes, Wire

Bigelow, J. F., Worcester, Mass.

Sinks

Mott Iron Works, J. L., 84 Beekman St., New York.

Sink Strainers

Andrews Wire & Iron Works, Rockford, Ill.

Skate Sharpeners

Osborn Mfg. Co., Cleveland, O.

Skates, Hockey and Racing

Johnson, Nestor, 686 N. California St., Chicago.

Skates, Ice

Barney & Berry, Springfield, Mass.

Graham & Co., John, 113 Chambers St., New York.

Martin Skate Co., Boston, Mass.

New York Sporting Goods Co., 17 Warren St., New York.

Union Hdw. Co., Torrington, Conn.

Winslow Skate Mfg. Co., Samuel, Worcester, Mass.

Skates, Roller

Barney & Berry, Springfield, Mass.

Cycle Skate & Sporting Goods Co., 37 Park St., New York.

New York Sporting Goods Co., 17 Warren St., New York.

Richardson Ball Bearing Skate Co., 501 Wells St., Chicago, Ill.

Union Hardware Co., Torrington, Conn.

Winslow Skate Mfg. Co., Samuel, Worcester, Mass.

Skylights

Drouve Co., G., Bridgeport, Conn.

Eller Mfg. Co., Canton, O.

Sleds

Allen & Co., S. L., Box 1100 H., Philadelphia, Pa.

Hunt-Helm-Ferris & Co., Harvard, Ill.

Sleeve Boards

New York House Furnishing Goods Co., 92 Chambers St., New York.

Snow Shovels

Avery Stamping Co., Cleveland, O.

Continental Co., 1120 Penobscot Bldg., Detroit, Mich.

Soldering Coppers

Clendennin Bros., Baltimore, Md.

Turner Brass Works, 61 Franklin St., Chicago, Ill.

Soldering Furnaces

Barnes Tool Co., New Haven, Conn.

Clayton & Lambert Mfg. Co., Detroit, Mich.

Turner Brass Works, Chicago, Ill.

Spoke Shaves

Ohio Tool Co., Columbus, O.

Stanley Rule & Level Co., New Britain, Conn.

Spoons and Forks

(See Plated Ware.)

Sporting Goods

Cycle Skate & Sporting Goods Co., 37 Park St., New York.

Draper-Maynard Co., Plymouth, N. H.

Folsom Arms Co., H. & D., The, 314 Broadway, New York.

New York Sporting Goods Co., 17 Warren St., New York.

Spring Hinges

(See Hinges.)

Spring

Tuck Mfg. Co., Brockton, Mass.

Squares, Steel

Diston & Sons, Inc., Henry, Philadelphia, Pa.

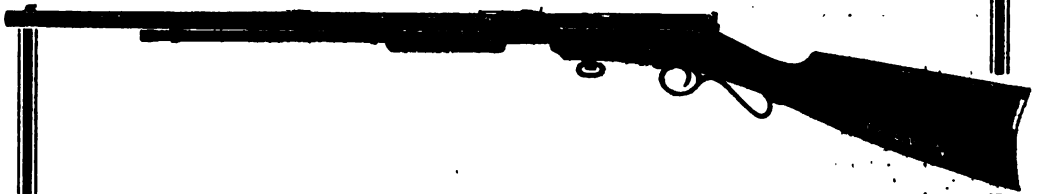
Mention Hardware Dealers' Magazine when corresponding.

- Nicholls Mfg. Co., Ottumwa, Ia.
 Mouthington Cutlery Co., 42 Murray St., New York.
Squares, Try, Mitre, etc.
 Disston & Sons, Inc., Henry, Philadelphia, Pa.
 Fox, P. L., 432 William St., Bridgeport, Conn.
 Stanley Rule & Level Co., New Britain, Conn.
Stable Fixtures
 Mott Iron Works, J. L., 84 Beekman St., New York.
Stamping, Sheet Metal
 Avery Stamping Co., Cleveland, O.
 Cleveland Stamping & Tool Co., Cleveland, O.
Staples, Wire
 Townsend Co., C. C. & E. P., New Brighton, Pa.
 Wright Wire Co., Worcester, Mass.
Steel Ware, Cooking
 Avery Stamping Co., Cleveland, O.
 Cleveland Stamping & Tool Co., Cleveland, O.
Step Ladders
 (See Ladders.)
Steel
 American Tube & Stamping Co., Bridgeport, Conn.
Stocks and Dies
 Armstrong Mfg. Co., Bridgeport, Conn.
 Standard Tool Co., Cleveland, O.
Stove Trucks
 (See Trucks.)
Stoves and Ranges
 Bibb Stove Co., B. C., 101 Light St., Baltimore, Md.
 Mott Iron Works, J. L., 84 Beekman St., New York.
 Willard, W. G., 59 Willard Bldg., St. Louis, Mo.
Stoves, Electric
 Prometheus Electric Co., The, 238 East 43d St., New York.
Stoves, Oil and Gasoline
 Briscoe Mfg. Co., Detroit, Mich.
 New York House Furnishing Goods Co., 92 Chambers St., New York.
 Plume & Atwood Mfg. Co., 29 Murray St., New York.
 Taylor & Boggis Fdry. Co., Cleveland, O.
Strainers, Kitchen
 Watson-Porter-Watson Co., Ltd., Unadilla, Mich.
Table Ware
 (See Plated Ware.)
Tables, Folding
 Udell Wks., The, 1228 W. 28th St., Indianapolis, Ind.
Tacks, Brass Head
 American Ring Co., Waterbury, Conn.
Tapes, Measuring
 Lukin Rule Co., Saginaw, Mich.
 Starratt Co., L. S., Athol, Mass.
Taps and Dies
 Armstrong Mfg. Co., Bridgeport, Ct.
 Standard Tool Co., Cleveland, O.
Terne and Tin Plate
 American Sheet and Tin Plate Co., Pittsburgh, Pa.
Thimbles, Stove Pipe
 Hawkeye Pump Co., Washington, Ia.
Ties, Horse and Cow
 Bridgeport Chain Co., Bridgeport, Conn.
 Onelda Community, Ltd., Onelda, N. Y.
Tin Boxes, Cash, Bond, etc.
 Merriam Mfg. Co., Durham, Conn.
Toasters, Bread
 Harkins & Willis, Ann Arbor, Mich.
 Standard Stamp'g Co., Marysville, O.
 Wilson Toaster Mfg. Co., Ferguson Bldg., Pittsburg, Pa.
Tongs, Machinist
 Barnes Tool Co., New Haven, Conn.
Tool Chests and Cabinets
 American Tool Chest Co., 200 W. Houston St., New York.
 Jennings & Co., C. E., 42 Murray St., New York.
Tool Kits, Pocket
 Uery Co., U. J., 9 E. Warren St., New York.
Tools
 (See Articles.)
Torches, Plumbers'
 Clayton & Lambert Mfg. Co., Detroit, Mich.
 Turner Brass Works, 61 No. Franklin St., Chicago, Ill.
Torches, Miners'
 McClintock & Irvine Co., Pittsburg, Pa.
Torches, Outdoor, Gasoline
 Burger Mfg. Co., Canton, O.
 Turner Brass Works, 61 N. Franklin St., Chicago, Ill.
Trowels, Brick, etc.
 Disston & Sons, Inc., Henry, Philadelphia, Pa.
Trowels, Garden
 Avery Stamping Co., Cleveland, O.
Tree Guards
 Wright Wire Co., Worcester, Mass.
Trucks, Hand
 Clark Co., Geo. P., The, Windsor Locks, Conn.
Trucks, Nail Keg
 Peck Hdw. & Mfg. Co., C. A., Berlin, Wis.
Trucks, Stove
 Arcade Mfg. Co., Freeport, Ill.
Tubing, Steel
 American Tube & Stamping Co., Bridgeport, Conn.
 Shelby Steel Tube Co., Pittsburg, Pa.
Turnbuckles
 Merrill Bros., Brooklyn, N. Y.
Turn Plates
 New Departure Mfg. Co., Bristol, Conn.
Twines
 (See also Cordage.)
 Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.
 Columbian Rope Co., Auburn, N. Y.
 Estes Mills, Fall River, Mass.
Twist Drills
 (See Drills.)
Varnish
 (See Paints.)
Varnish Removers
 Adams & Elting Co., Station I, Chicago, Ill.
 Lucas & Co., John, Philadelphia, Pa.
Valves and Plungers
 Berger Bros. Co., Philadelphia, Pa.
Vases, Iron
 Mott Iron Works, J. L., 84-90 Beekman St., New York.
Vehicle Washer
 Ardrey Vehicle Washer Co., 138B Main St., E. Rochester, N. Y.
Ventilators
 Drouve Co., G., Bridgeport, Conn.
 Globe Ventilator Co., Troy, N. Y.
Vises
 Bonney Vise & Tool Co., Philadelphia, Pa.
 Columbian Hdw. Co., Cleveland, O.
 Parker Co., Chas., Meriden, Conn.
 Tower & Lyon Co., 95 Chambers St., New York.
Waffle Irons
 Andersen & Co., Alfred, 1304 Washington Ave. So., Minneapolis, Minn.
 Ely Mfg. Co., Theo. J., Girard, Pa.
Wagons, Coaster
 Hunt, Helm, Ferris & Co., Harvard, Ill.
Wagon Jacks
 (See Jacks.)
Wagons, Delivery
 Sycamore Wagon Works, 100 Edward St., Sycamore, Ill.
Washers
 (See Bolts and Nuts.)
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 Brammer Mfg. Co., H. F., 1460 W. Second St., Davenport, Ia.
 Glascock Bros. Mfg. Co., Muncie, Ind.
 Paragon Mfg. Co., 543 Monadnock Bldg., Chicago, Ill.
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 Fulper Pottery Co., Flemington, N. J.
 Manning, Bowman & Co., Meriden, Conn.
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 McWhinnie Wheelbarrow Works, Poughkeepsie, N. Y.
 Syracuse Chilled Plow Co., Syracuse, N. Y.
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 Best, John H., Galva, Ill.
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 Enterprise Paint Mfg. Co., 225 W. Van Buren St., Chicago, Ill.
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 Butler Bros., Chicago, Ill.
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 Smith Mfg. Co., F. H., 48 and 50 St. John's Court, Chicago, Ill.
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 (See Sash Cord.)
Window Fasteners
 (See Sash Locks.)
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 (See Decalcomania Signs.)
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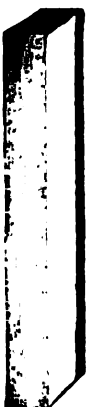
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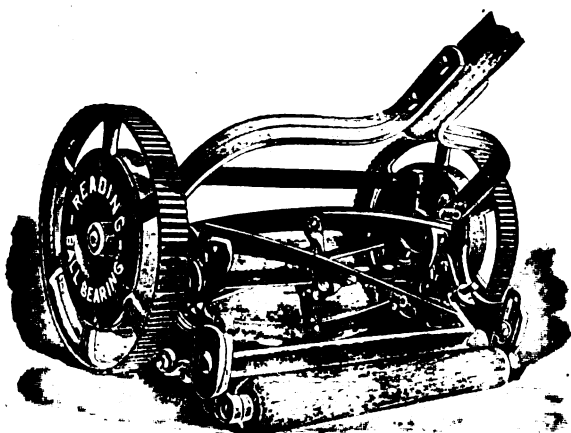
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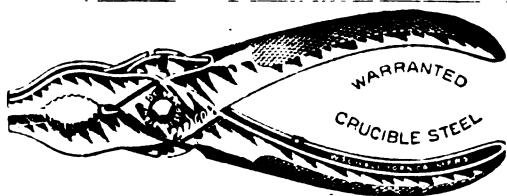
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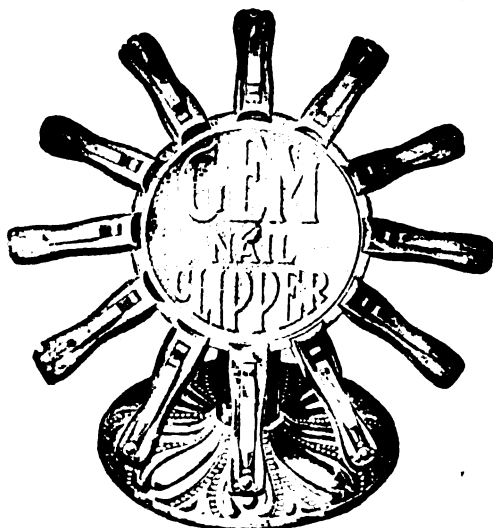
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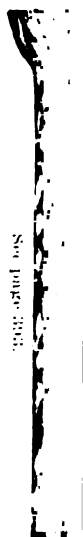
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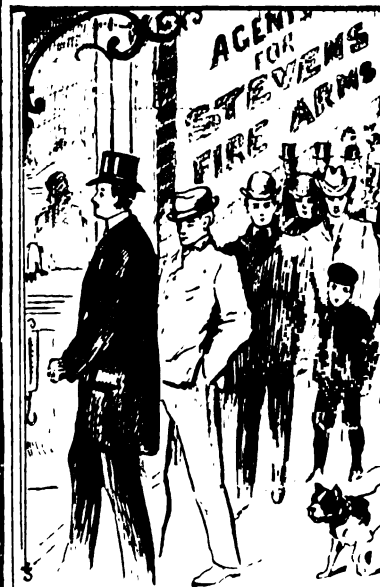
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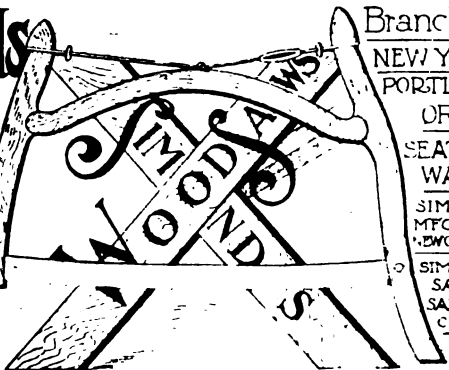
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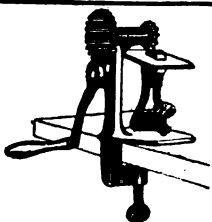
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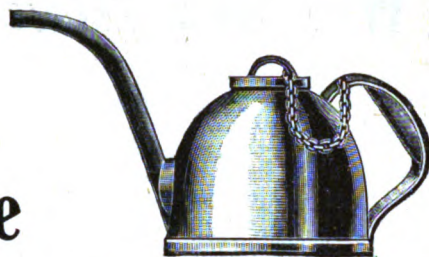
THE STARR BROS. BELL CO.

EAST HAMPTON, CONNECTICUT.



IF IT'S QUALITY
YOU WANT IN **FILES, "DELTA"** IS THE BRAND
WE ONLY MAKE ONE QUALITY, AND THAT IS THE BEST ON EARTH!
— CARVER FILE COMPANY —





The Best Oilers Made

Copperized and Nickel Plated

Manufactured from best quality of **Cold Rolled "Swedoh" Steel**, prepared at our Rolling Mills.

All goods subjected to a most rigid system of inspection before being packed for shipment.

All our goods guaranteed to be as represented.

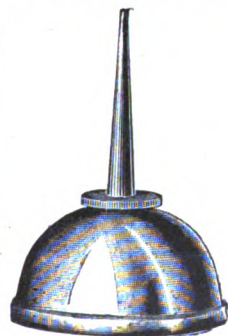
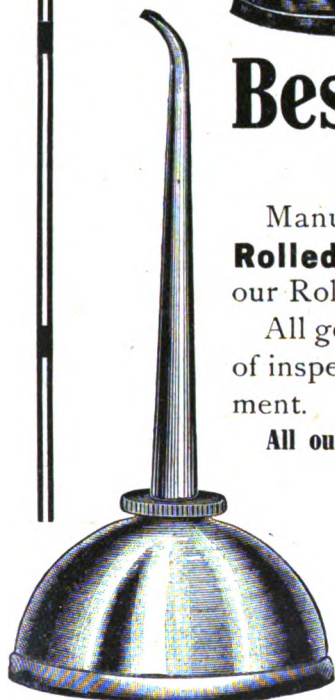
STEEL

For Pressed, Stamped and Drawn Work.

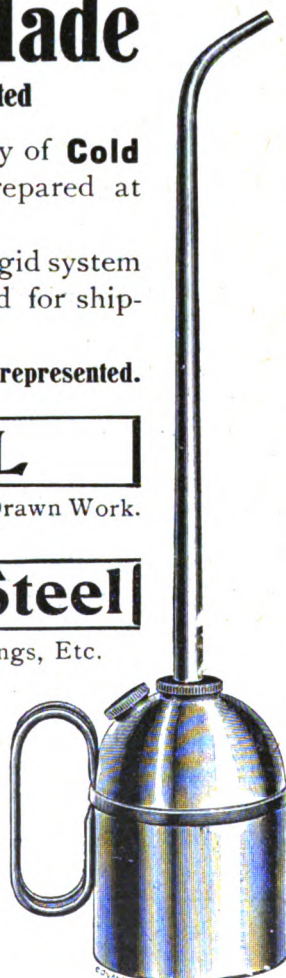
ALSO

Crucible Steel

For Cutlery Work, Springs, Etc.



Write us about your requirements; we shall be glad to figure with you on the manufacture of sheet steel hardware specialties under contract or on a royalty basis.



The American Tube and Stamping Co.

New York Office:
258 BROADWAY.

Main Office and Works:
BRIDGEPORT, CONN.

We Are Advertising For You.

In September we commence talking to over two million, nine hundred thousand of the most intelligent, enterprising farmers of our country about the superiority of PITKIN'S BARN PAINT.

The talk is both interesting and convincing. Such high class, influential journals as *Orange Judd Farmer*, *Successful Farming*, *Up-to-date Farming* and *Farm Life* and many others of equal standing are being used. This means that those who are able to buy will be reached and persuaded.

Every advertisement and the whole follow-up plan sends the interested ones to you, Mr. Dealer. It is all so direct, vigorous and continuous that it is simply bound to create business in your neighborhood.

Grasp your opportunity—have a stock of Barn Paint on hand when the inquirers come in and you are sure to make sales. Write us for details of the advertising plan and for prices, etc.

GEO. W. PITKIN CO.

Paint and Color Makers.

Originators of Barn Paint.

FOUNDED 1868.

CHICAGO, U. S. A.

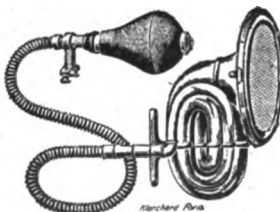
HEADQUARTERS--

Everything for the Automobile

We guarantee satisfaction in the execution of every order, large or small.

MANUFACTURERS OF
"CONTINENTAL"

Auto Lamps, Generators, Clocks, Calliope Horns and Auto Supplies.



SOLE U. S. AGENTS FOR
"BLANCHARD"

Famous French Horns, Pirelli & Co.'s Italian Cable and the Celebrated English Compound Air Pumps.

Our complete 128 page catalogue for Hardware Dealers will be mailed, free, upon request, also our *red booklet*, illustrating the complete line of "*Blanchard*" Famous French Horns.

The Motor Car Equipment Company

Manufacturers, Importers
and Distributors of

AUTOMOBILE ACCESSORIES

Main Offices and Warerooms:

55 Warren Street, NEW YORK

Consult BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



YOUR FALL BLOUNT CHECK CAMPAIGN

NOW is the time of the year to push Door Checks hardest. ¶ No package should leave your store without the above seal. ¶ Each outgoing envelope should contain a folder, a leaflet or a blotter. ¶ Put a Blount Door Check display in your store window. ¶ Use a few good newspaper ads. ¶ There is a neat profit in door checks—and there is a nice amount of business you can have if you go after it.

"SUGGESTIONS FOR SELLING BLOUNT DOOR CHECKS"

is a booklet that tells you how.

¶ We furnish stories, folders, blotters, leaflets, newspaper ads. and suggestions for window displays on request to dealers carrying the check in stock. *Write us about it to-day.*

The Yale & Towne Mfg. Co.
9 Murray Street, New York City



ALUMINUM OIL HEATERS

The only Oil Heater for your trade because it is the only Oil Heater equipped with our Grand Safety Burner, which makes explosions impossible, and safety, comfort and satisfaction always sure. It is therefore the only Oil Heater the merchant can honestly and earnestly recommend to his trade. Note the construction of this Grand Safety Burner as illustrated above:

A—Flame Spreader. B—Air space outside of Wick Tube. C—Air space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air space between Fount and Outer Casing. G—Fount for oil, entirely separate from Burner. H—Feed Pipe conducting oil from Fount to Burner. I—Shield resting on top of Fount with air space underneath.

The Aluminum Oil Heater radiates heat from the sides and bottom as well as top. Wick taken out and replaced in a minute.

Our Smokeless Device makes it impossible for any careless operator to cause the Heater to smoke.

No perforations, therefore nothing to clog up. Combustion is perfect. There can be no unpleasant odor, no smoke. It's a furnace for heat.

Costs less money and produces more heat than any other Oil Heater in the world.

The only Oil Heater that sells at sight, stays sold and brings more trade.

If you buy any other you will be sorry.

Every Aluminum Oil Heater is fully guaranteed. Money back if the purchaser is not satisfied.

It's the heater you want for your trade—let the other fellow have the trouble.

Get your orders in early. A postal card will bring full information by return mail.

NOVELTY MFG. CO.

Dept. X

JACKSON, MICH.



Divine's Genuine RED DEVIL WATER MOTOR

IS GUARANTEED TO

Wash Bottles, Run Cooling Fan, Polish Silverware,
Sharpen Cutlery, Run Sewing Machines,
Run Coffee Mill and many other uses.

It is the most useful article in the world. Guaranteed to be better in every way than any other Faucet Water Motor, and that it will accomplish the duties for which it is intended.

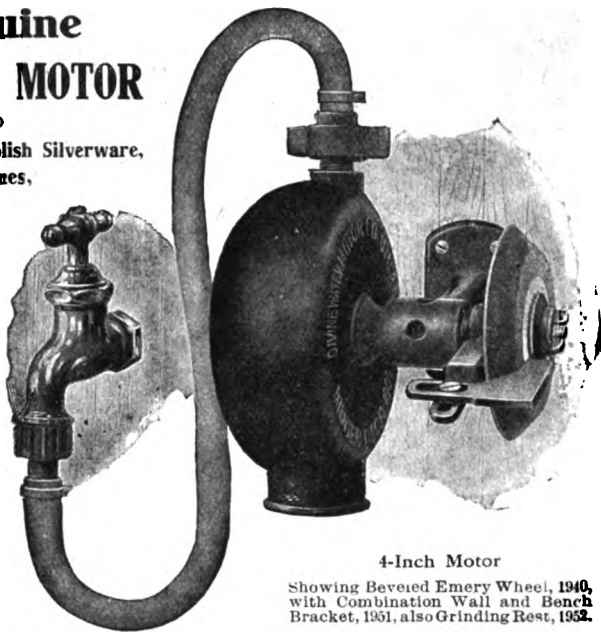
PRICE: Including Emery, Polishing and Pulley Wheel, Faucet Connection and Cake Silver Polish—\$4.00 or \$3.50 and this "Ad" will get one Motor complete.

Bottle Washing Attachment,
Price . . \$.50

Fan and Guard,
Price . . 3.50

Write for Free Booklet and
Trade Discount.

Our References: R. G. Dun, Bradstreet and the Oriental National Bank of New York City.



4-Inch Motor

Showing Beveled Emery Wheel, 1940, with Combination Wall and Bench Bracket, 1951, also Grinding Rest, 1952.

Divine Water Motor Co., 108-110 Duane St., New York

SLOYD or WOOD CARVERS' KNIVES

For the use of manual training schools, kindergartens, cabinet and furniture makers.
Made of finest cutlery steel.

Extra Finish with Brass Cap Ferrule.



No. 605. 8 inch blade, extra finish, highly polished handle. List per doz. \$6.00

Write for Trade Discount and Carpenters' Section of Green Book.

SMITH & HEMENWAY CO., 108-110 Duane St., New York

THE SNOW NAIL CLIPPER IS RIGHT IN EVERY WAY
IT DOESN'T CUT THE FLESH. IT TRIMS HANG NAILS.
IT RAISES THE CUTICLE.

Cleans the Nails.
Shapes the Nails.
Is Convenient.
Is Durable.



It is mechanically perfect. It is made of steel of the highest perfection. Its shape is scientifically correct.

Write for Booklet and Trade Discount.
L. T. SNOW, 108-110 Duane Street, NEW YORK

SAWYER'S AXE AND HAMMER WEDGES

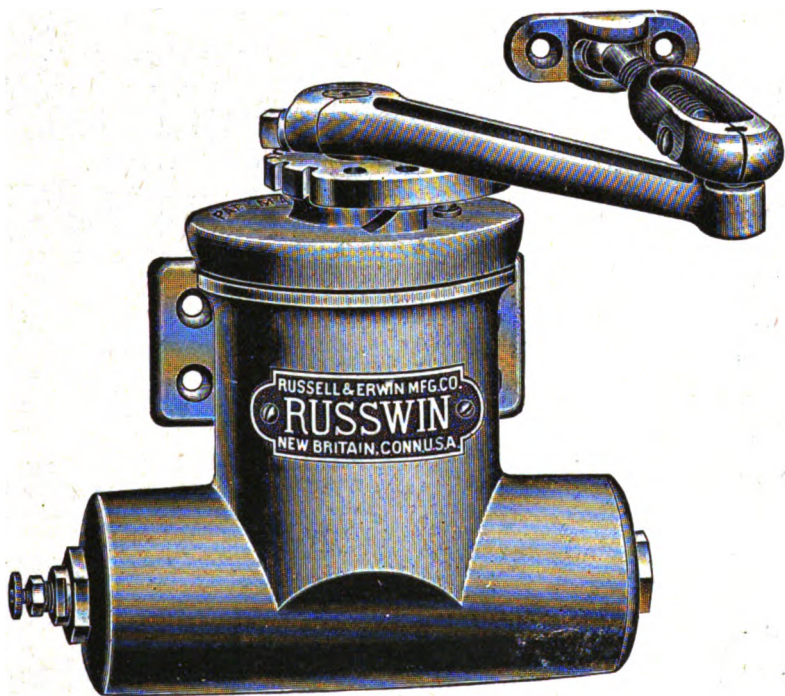
MADE OF BEST OPEN AIR MALLEABLE IRON



Circular of
Complete line
and DISCOUNT
sent on applica-
tion.

Sawyer Belt Hook Co., 108-110 Duane St., New York

THE RUSSWIN LIQUID DOOR CHECK



MAY BE APPLIED TO EITHER RIGHT OR LEFT HAND DOORS without reversing either the arm or spring. The labor of reversing and the possibility of error in reassembling the check are absolutely eliminated in the Russwin Liquid Door Check.

SELECTED MATERIALS SKILLFUL WORKMANSHIP
CAREFUL SUPERVISION

These are the Reasons for Russwin Superiority.

Advertising Literature upon request.

RUSSELL & ERWIN MANUFACTURING CO.

NEW YORK CHICAGO
SAN FRANCISCO

New Britain, Conn.

BALTIMORE LONDON
PHILADELPHIA

Our Big New Catalogue

Can be Seen at nearly Every Retail Jeweler's in New York City and Throughout the United States

This superb catalogue has for 34 years been the accepted leader of fashions and the standard authority in the New York market for reliable choice goods, latest styles and lowest prices in

Jewelry and Kindred Lines

It quotes only regular (list) prices, and it is the only complete work of its kind emanating from the great center of American industry and commerce. *It illustrates Attractive, Appropriate and Profitable*

Special "Side Lines" for Merchants

Gold and Silver Novelties, Toilet Goods, Smoking Sets, Shaving Sets, Fine Cut Glassware, Leather Goods, Oil Paintings, Fine China, Copper Goods, Manicure Sets, Opera and Field Glasses, Canes and Umbrellas, Pens, Pencils, Emblems, Badges, and Thousands of New, Novel and Useful Quick-selling Goods at Lowest New York Prices.

WE SEND THE BOOK FREE ON REQUEST

S. F. Myers Co

MANUFACTURERS, IMPORTERS, EXPORTERS, DIAMOND CUTTERS, AND WHOLESALE DEALERS IN

**Watches, Diamonds, Silverware, Clocks,
Musical Merchandise, Etc.**

THE NEW S. F. MYERS BUILDINGS

47V-49 MAIDEN LANE,

NEW YORK



**500
BIG PAGES
LIST PRICES**

**GET
THE BOOK
WRITE TO-DAY**

Squares That Are "On the Square"

FOX'S ALL STEEL TOOLS

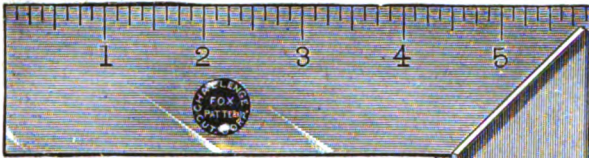
Made by Challenge Cutlery Corporation, Bridgeport, Conn.
All Are Absolutely Accurate.

Retailers:

Ask your Jobber
about this line !
He has it !



No. 5.—Gauge Square, 6", 8" and 10".

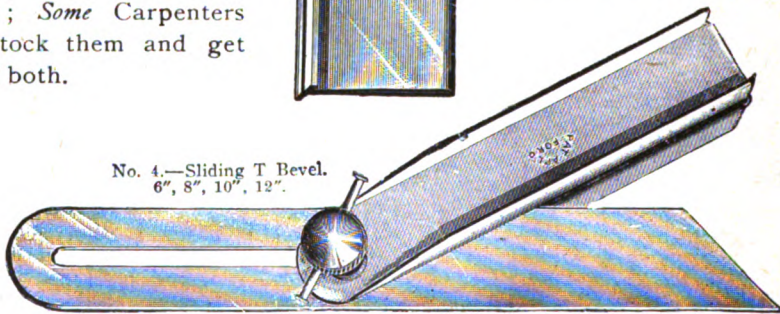


No. 2.—Miter Square. 4½", 6", 8".

All Carpenters use some of
these tools ; Some Carpenters
use all. Stock them and get
the trade of both.

Jobbers:

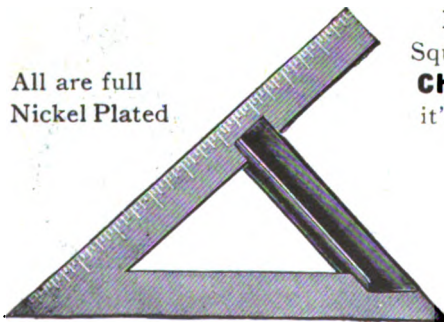
Write for prices, if not
handling the line.



No. 4.—Sliding T Bevel.
6", 8", 10", 12".

QUALITY HIGH, BUT CAN BE SOLD AT POPULAR PRICES

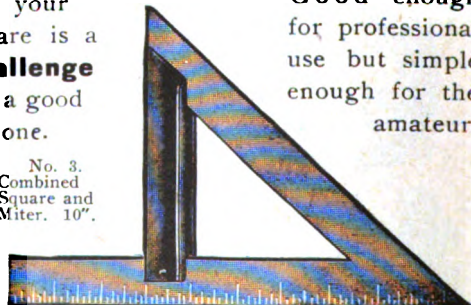
All are full
Nickel Plated.



If your
Square is a
Challenge
it's a good
one.

No. 3.
Combined
Square and
Miter. 10".

Good enough
for professional
use but simple
enough for the
amateur.



WIEBUSCH & NILGER, Ltd., Sole Agents

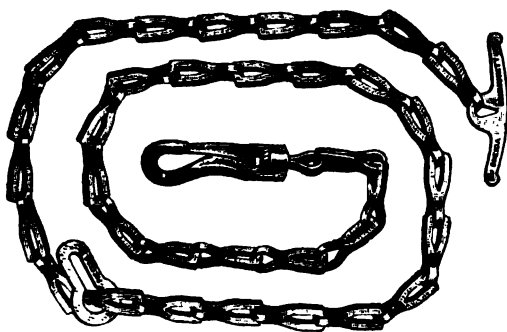
9 to 15 Murray St., New York

San Francisco Office, HUGHSON & MERTON

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

“American” Halter Chains

are the neatest, smooth-
est and strongest on
the market, and the snap
will not stick on ac-
count of rust.



MANUFACTURED BY

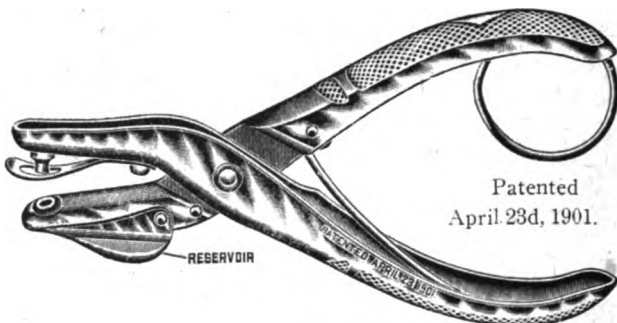
ONEIDA COMMUNITY, LTD.

ONEIDA, N. Y.

NIAGARA FALLS, ONT., CANADA

Trump Reservoir Ticket Punch

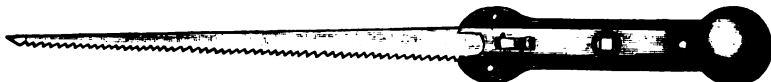
Assorted
Dies
or all
Round as
desired.



Patented
April 23d, 1901.

**Reservoir collects all piercings and prevents them from littering up floor or carpet
Full Nickel Plated and Highly Polished.**

No. 1489 KEYHOLE SAW.



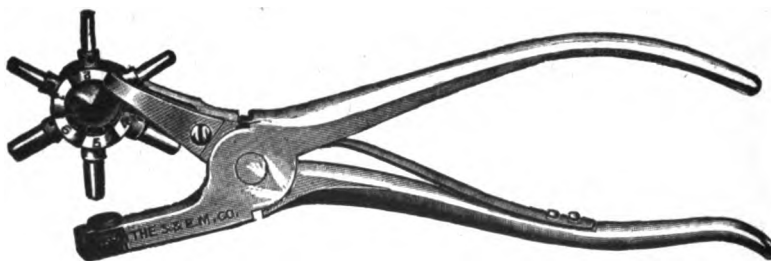
Catalogue and Prices on Application.

The Bridgeport Hardware Manufacturing Co.

Branch Office and Sample Room,
J. C. McCarty & Co., 10 Warren St., N. Y.

BRIDGEPORT, CONN.

Revolving Belt Pnnches



TUBES FOR REVOLVING PUNCHES



Write for Catalogue of HARDWARE SPECIALTIES

THE SMITH & EGGE MFG. CO.
BRIDGEPORT, CONN.

MR. RETAILER

**This Beautiful Display Rack
Free and Prepaid**



YOU CAN DISPLAY your
Dog Specialties without
fear of rust if you specify
"Triumph."



Triumph Kennel
Chains and Dog
Leads in "A-R"
(anti-rust) finish
only.

The above display rack or holder will be sent you in exchange for your business card and name of your jobber.

**THESE HOLDERS MAKE SALES
Better Send Now**

FURNISHED ONLY BY

Bridgeport Chain Co.

BRIDGEPORT, CONN., Makers

WIEBUSCH & HILGER, Ltd., NEW YORK, N. Y.

DISTRIBUTORS

THE MANY-USE OIL



THE
SPOUT
IS IN
THE
CAN.

SPOUT
READY
FOR
USE



REVERSIBLE
DROPPER
AND
SPOUT

Sells at a Profit of
100 to 150% to YOU

THIS FAMOUS OIL IS "THE
STANDARD FOR QUALITY"

5 SIZES

2 oz. Bottle for home uses.
Large Bottle for office and store.
4 oz. Can for gunners.
½ Gal. Can for Automobiles, etc.
5 Gal. Can for Garage and Factory.



THE MANY-USE OIL CO., N. Y.
Makers

JOHN H. GRAHAM & CO., 113 Chambers St., N. Y.

Sole Selling Agents

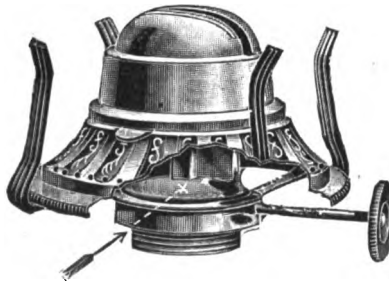
118 Holborn, London, E. C.

123 California St., San Francisco, Cal.

Copenhagen (Freepost), Denmark

AVOID FIRE !

If You Want Good Lamp-Burners, Buy



THE BANNER

ALL BRASS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw-part open, so that dust, dead insects, or charred portions of wick may collect, and, becoming saturated with oil, are liable to catch fire. **Ours Don't.**

Send for our Catalogue of Burners and Lamps

THE PLUME & ATWOOD MFG. CO.

Factory: WATERBURY, CONN.

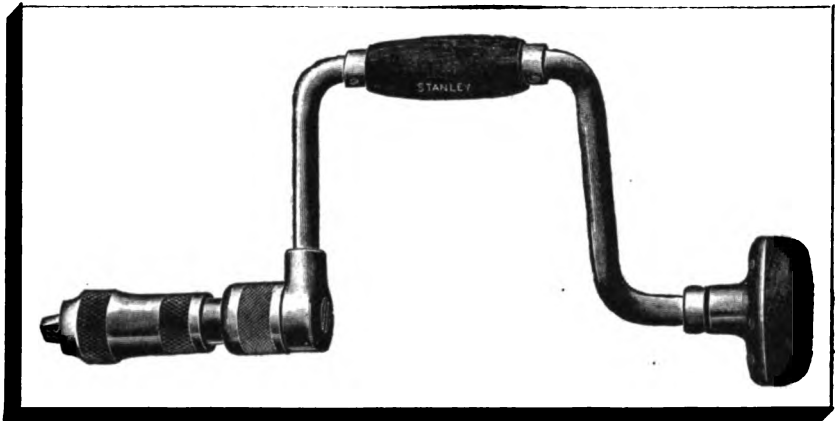
29 Murray St., NEW YORK

199 Lake St., CHICAGO

SOLD BY ALL HARDWARE DEALERS

Improved Carpenters' Tools

Of the better class of **Bit Braces** the line shown in our Catalogue No. 81 is the most Complete.



Stanley Concealed Ratchet Brace

No projections—complete protection for the
Working Mechanism.

Stanley Rule & Level Co.
New Britain, Conn., U. S. A.

NEW YORK OFFICE AND EXPORT DEPARTMENT
107 CHAMBERS STREET, NEW YORK

CHAMPION SCREW DRIVERS

Every Blade Tested to Split a Screw Head



Avoid imitations of Champion Screw Drivers.
None genuine without the name "Champion,"
which is our trade-mark and guarantee.

MANUFACTURED BY

Tower & Lyon Co., New York

Union Hardware Company

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON CO.

Roller Skates

We make all styles. Rink
or Extension. Plain or Ball
Bearing. Men and Women's



No. 15 Men's
Ball Bearing
Rink Skate.
Hemacite or
Steel Rolls.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Samson

Spot Cord

is warranted free from imperfections of braid or finish. The COLORED SPOT is our TRADE MARK, used only in this extra quality cord.



Why is SAMSON SPOT CORD the best sash cord?

FIRST—Because it is made of extra quality stock.

SECOND—Because it is inspected and guaranteed free from bad splicings or rough braiding.

THIRD—Because tests show that it wears three times longer than the best chain and forty times longer than the rough cords so often found on the market.

Why carry SAMSON SPOT CORD in stock?

FIRST—Because you have lots of customers who really want the best sash cord, and are willing to pay a fair price for it.

SECOND—Because many architects have now given it ten years' trial, and are specifying it, and the builders want it quick.

THIRD—Because you will feel the same pleasure in handling that we do in making an article that thirty years' experience has proved to be the best of its kind.

We are glad to send full line of samples of our Sash Cord and other Braided Cords and Catalogue.

SAMSON CORDAGE WORKS

BOSTON, MASS.

ELECTRICIANS' TOOL CHESTS



ELECTRICIANS' TOOL CHEST, No. 1000

This is a portable Tool Chest and can be conveniently carried in the hand. It is made of Chestnut, with locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place when carried by hand. Inside measurements, 17 ins. long, 5½ ins. wide, 5 ins. deep. Price, each, \$2.75

ELECTRICIANS' TOOL CHEST, No. 1001

The No. 1001 is the same as the No. 1000, except the inside measurements, which are 21 ins. long, 6½ ins. wide, and 7 ins. deep inside. Price, each, \$3.20

No. 1000 weighs 8½ lbs. crated.
Weighs 3½ lbs. not crated.

Packed four in a crate.

No. 1001 weighs 11 lbs. crated.
Weighs 6 lbs. not crated.

For particulars
write to

C. E. JENNINGS & CO., 42 Murray Street,
NEW YORK

THIS IS IT BLUE BODY WITH YELLOW JACKET

The Only BLUE SQUARE with yellow
graduations

For Particulars write

SOUTHINGTON CUTLERY CO.,

42 Murray Street, NEW YORK

THE FAMOUS "HUSTLER" ASH SIFTER

"Say! This is Great."



SIFTS THE
COAL clean
without dust or
dirt. Can be as
easily operated
by a child or
woman as by a
man.

WE CREATE THE DEMAND

by advertising these Sifters in the following standard publications :

Modern Priscilla	Colliers'	Youth's Companion	Delineator
Harper's Bazar	Scribners'	Reader	Ladies' Home Journal
Country Life in America	Review of Reviews	Current Literature	Everybody's
Good Housekeeping	Literary Digest	Harpers' Magazine	Cosmopolitan
Saturday Evening Post	New York Magazine	American Magazine	and many others.

DON'T DELAY YOUR ORDERS.

MANUFACTURED ONLY BY

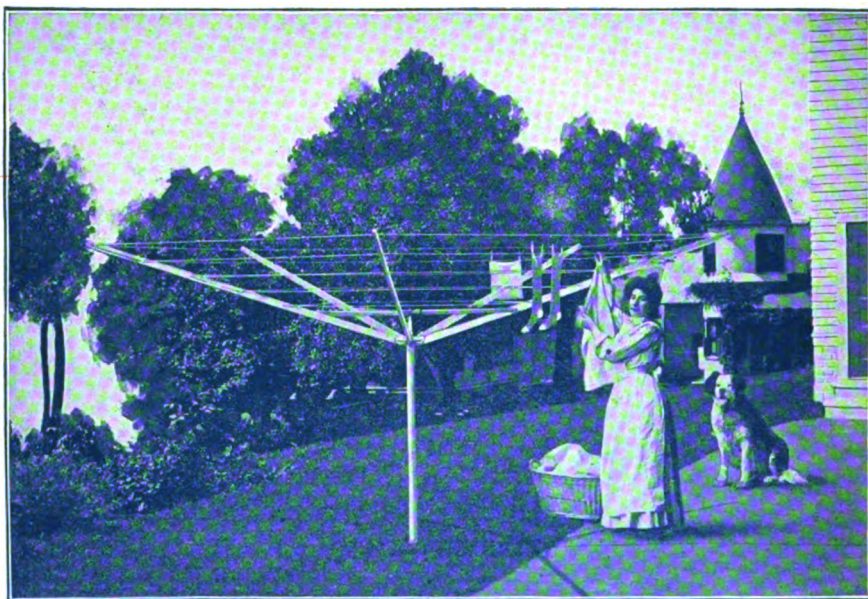
HILL DRYER CO. 315 PARK AVENUE,
WORCESTER, MASS.

NEW YORK OFFICE, ST. JAMES BUILDING, 1133 BROADWAY. Tel. 3022 Madison.

"HUSTLER" ASH SIFTERS ARE BUILT BY THE MAKERS OF

Hill's Famous CLOTHES DRYERS

recognized the world over as the best designed, best constructed and most popular Dryers ever manufactured, for
Lawn, Housetop, Balcony or Fire Escape



HILL'S "CHAMPION" DRYER FOR THE LAWN.

**Over Half a Million in Use and Not a
Dissatisfied Customer.**

The Reel is made of best material throughout. It is self-fastening and locks to post when in use, and being made separate, can be easily removed when not in use. The post sets in a socket in the ground and can also be removed, thus leaving no obstruction at all on the lawn between wash days.

Fitted with either wood post painted or steel tubing post galvanized.

ALL CASTINGS OF BEST REFINED MALLEABLE IRON AND GALVANIZED

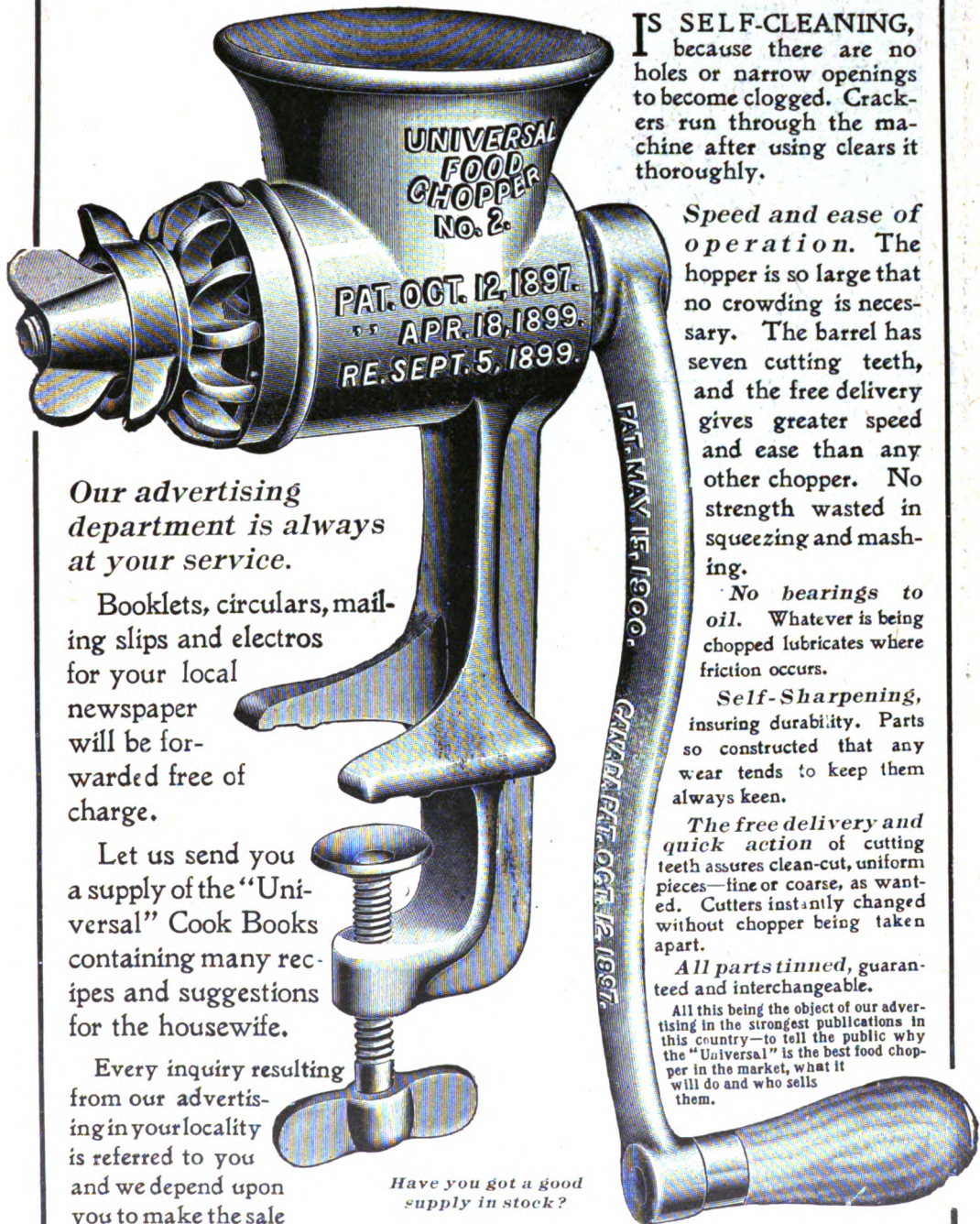
Extensive advertising brings us inquiries from all sections which we refer to dealers who sell our Dryer. Are you a dealer in Hill Dryers?

MANUFACTURED ONLY BY

HILL DRYER CO. 315 PARK AVENUE,
WORCESTER, MASS.

NEW YORK OFFICE, ST. JAMES BUILDING, 1133 BROADWAY. Tel. 3022 Madison.

THE ORIGINAL AND ONLY GENUINE

"UNIVERSAL" Food Chopper

Our advertising department is always at your service.

Booklets, circulars, mailing slips and electros for your local newspaper will be forwarded free of charge.

Let us send you a supply of the "Universal" Cook Books containing many recipes and suggestions for the housewife.

Every inquiry resulting from our advertising in your locality is referred to you and we depend upon you to make the sale

Have you got a good supply in stock?

IS SELF-CLEANING, because there are no holes or narrow openings to become clogged. Crackers run through the machine after using clears it thoroughly.

Speed and ease of operation. The hopper is so large that no crowding is necessary. The barrel has seven cutting teeth, and the free delivery gives greater speed and ease than any other chopper. No strength wasted in squeezing and mashing.

No bearings to oil. Whatever is being chopped lubricates where friction occurs.

Self-Sharpening, insuring durability. Parts so constructed that any wear tends to keep them always keen.

The free delivery and quick action of cutting teeth assures clean-cut, uniform pieces—fine or coarse, as wanted. Cutters instantly changed without chopper being taken apart.

All parts tinned, guaranteed and interchangeable.

All this being the object of our advertising in the strongest publications in this country—to tell the public why the "Universal" is the best food chopper in the market, what it will do and who sells them.

LANDERS, FRARY & CLARK, - New Britain, Conn.



INDIA

OILSTONES

Sharp and Quick

Made in fifty-four different shapes and sizes, and in coarse, medium and fine grits. Special shapes and grits to order.

**FOR MACHINISTS' and
MECHANICS' TOOLS**

Every Stone Guaranteed to Give Satisfaction

Uniform Grit



Wonderful Durability

India Wheels furnished from 1-4 to 10 inches diameter, 1-16 to 2 inches thick, same quality as stones

India Oilstones

are manufactured by **NORTON EMERY
WHEEL CO., Worcester, Mass.**

Sole Selling Agents

PIKE MFG. CO.

PIKE, N. H., U. S. A.



YOUR HOLIDAY GOODS

Be fair to yourself. See our lines before you buy.
It's easy to do so.

All our samples (not merely a few trunks of "pickings") are near to you—for we show them **complete** in each of these six cities:

NEW YORK

BALTIMORE

CHICAGO

ST. PAUL

ST. LOUIS

DALLAS

Also at your own desk with our October catalogue in hand, you can see the same complete showing and the same net prices in plain figures as on our sample floors right now.

To order at your own convenience from the net price and other essential facts we give for every item, and then to check the goods by the same printed matter—could you make yourself any surer of owning your holiday goods right?

Anyway, don't shrink your profits by paying more than we quote for the fall and holiday goods in our October catalogue—No. K587, and yours for the asking.

BUTLER BROTHERS

Wholesalers of General Merchandise

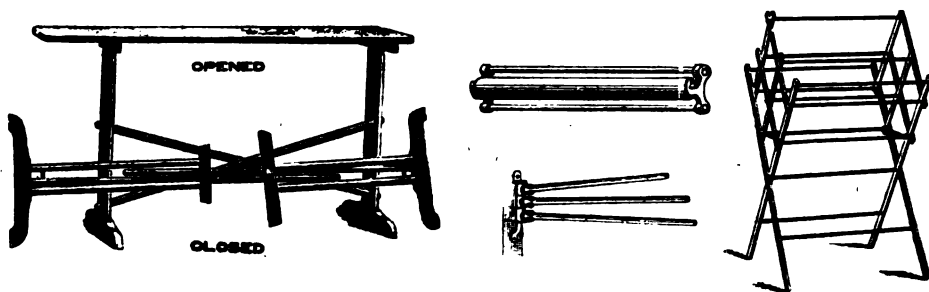
NEW YORK

CHICAGO

ST. LOUIS

(And MINNEAPOLIS)
Early in 1907

Samples Houses: BALTIMORE—DALLAS—ST. PAUL



UDELL HOUSE FURNISHINGS

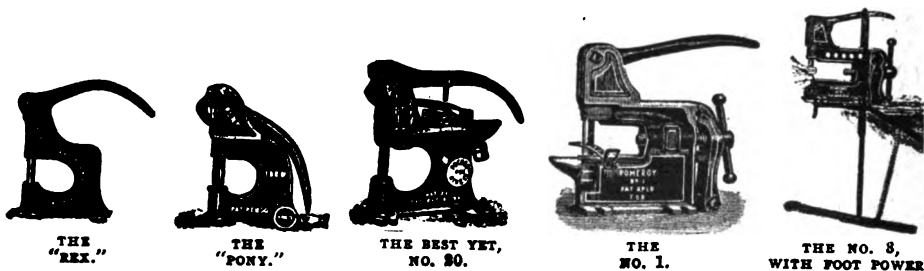
will be greatly in demand during the next three or four months.
HAVE YOU PLENTY IN STOCK?

Write at once for catalog showing the largest and best selling assortments on the market. Don't delay.

House Furnishings, Bathroom and Medicine Cabinets, Commodes, Woodenware, Step and Extension Ladders, etc.

THE UDELL WORKS, 1238 W. 28th St., INDIANAPOLIS, U. S. A.

Eastern Representative: W. A. STOKES & CO., 30 Warren St., New York City



FOR SETTING TUBULAR AND BIFURCATED RIVETS

This Line of Riveters Is Guaranteed

To be made of **MALLEABLE** iron and to be free from imperfections in workmanship or material.

PROVE IT TO YOUR CUSTOMER ?

Well try this; throw one on the floor (at our risk), then treat any cast iron riveter the same (at your own risk) and see if it doesn't result in a sale and a **SATISFIED CUSTOMER**.

ORDER BY NAME.

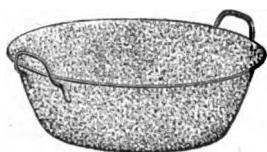
SOLD BY ALL JOBBERS.

MADE ONLY BY

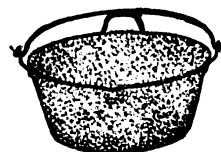
F. H. SMITH MFG. CO., Chicago, U. S. A.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

We Stick to Quality



Always



FALL LEADERS

Are the main features of our
October net price Catalogue.

Which Would You Chooso

A one coated or **two coated Enameled Ware** providing the **price was the same?**
Compare our price on our different lines
with what you are now paying.

Our wares **are backed by our reputa-
tion for quality, which has stood the
test for nearly half a century.**

One cent postal inquiry will bring
you this catalogue monthly.

The Jacob Vollrath Manufacturing Company

SHEBOYGAN

Works and Executive
Office

CHICAGO

175-177 E. Lake Street
Sales Department

NEW YORK

25 Warren Street
34-36 N. Moore Street

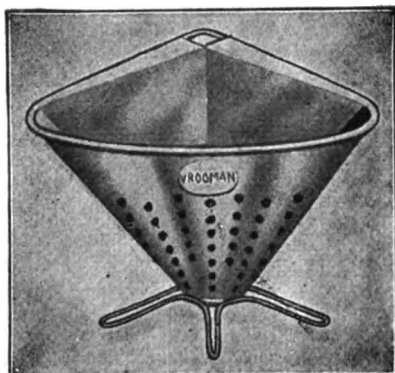
VROOMAN'S PEERLESS PATENT SANITARY SINK STRAINERS

Are now made and distributed by

THE ANDREWS WIRE AND IRON WORKS
ROCKFORD, ILL.

Send your orders direct to them for either **PLAIN TIN, JAPANNED TIN or VITREOUS ENAMELED.**

**KEEPS
SINK
CLEAN**



**Utility
Quality
Durability
Adaptability**

NEAT AND VERY ATTRACTIVE
CAN BE USED IN ANY SINK WITH STAND



Its Utility and Superiority are Well Known
We are also makers of a large line of wire goods.

Wire Baskets

For every purpose where free circulation of air is needed

Half Bushel Basket, No. 95-1.

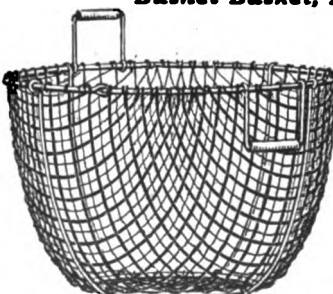


Made of one
inch mesh cloth
(all one piece).
No. 14 Wire.

Frame work
and drop bail
handle. No. 6
Wire ($\frac{7}{16}$ inch).

The Whole Basket Galvanized after
it is made, thus uniting all the
wires.

Bushel Basket, No. 95-2.



Made of one
inch mesh cloth
(all one piece).
No. 18 Wire.
Top Ring No.
4 Wire ($\frac{1}{4}$ inch).
Bottom ring
and Frame
Wire No. 6.

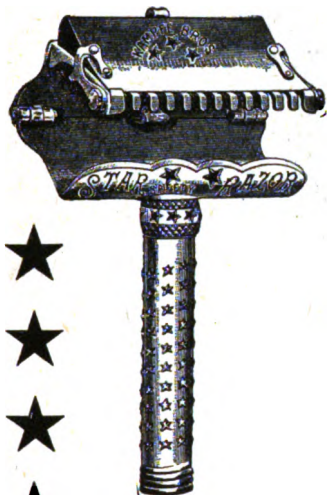
As shown in
illustration this
basket is sup-
plied with two

side drop handles, fitted with
pail roll handles.
Galvanized after making.

ANDREWS WIRE AND IRON WORKS
FACTORY STREET
ROCKFORD, ILL.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

★ **THE GENUINE KAMPFE** ★



THE RAZOR.

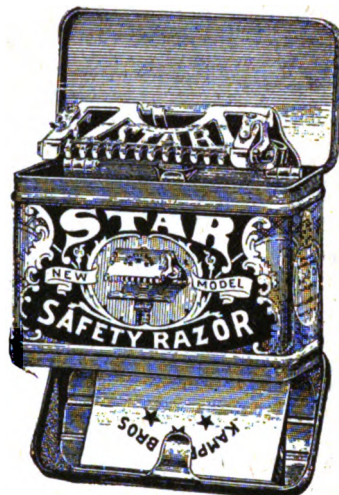
STAR
Safety Razor

Price \$1.50



THE BLADE.

Three Stars for Shavers



THE CASE.



SOME things, though old, have never been improved upon. Sunlight is still the best light and The Star Safety is still the best razor.

New-fangled fad razors and cheap imitations of the Star have come and gone, but after the 30 years that the Star has been in use, it is still the best shaving instrument man has.

This is because the Star Safety razor is, first, built upon correct principles, and second, made of the very finest materials. The Star blade is hand-forged in the old-fashioned way from the finest razor steel, ground concave and tempered by a process peculiar to Kampfe Brothers. The Star process makes the kind of razors that are handed down from grandfather to father and son.

The Star Blade can be honed and stropped more easily and better than the old-fashioned razor—if our patent Star Strop is used. A blade that cannot be honed or stropped, cannot give you the velvety shave of a Star. The Strop puts a finer edge on a blade than can be done by any sort of grinding. Naturally this fine edge is dulled by one shaving, so that a razor blade must absolutely be stropped for each shaving if the shaver is going to get the best kind of a shave.

KAMPFE BROS.

8-12 Reade Street, New York

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. Send for Booklet with trade prices

PRICES:

Hollow Ground
\$2.50

Double Concave for Extra
Heavy Beards
\$3.00

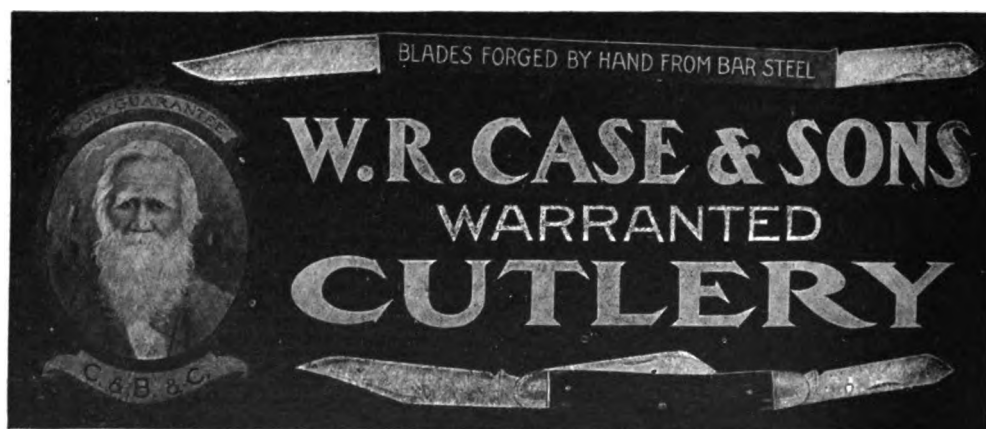
Pair in Leather Case
\$5.50

Carbo-Magnetic Strop
\$1.00



If you send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving" Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors without any risk or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it to give 3,650 perfect shaves—we back that guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, N. Y.



WE WILL PREPAY any quantity of our POCKET KNIVES, BUTCHERS' KNIVES, SCISSORS, RAZORS, and RAZOR STROPS to any responsible dealer in the United States, and after 60 days' trial, if you do not find that they are superior to the line of cutlery you are carrying, you may return them to us at our expense.

W. R. CASE & SONS,
Bradford, Pa.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



When a man wants a Razor for his own use he wants a good one.

There does not exist any better than *Klas Tornblom's X-ray Razors* of the oldest and most genuine manufacture of *Eskilstuna, Sweden*. They are of the most unexcelled quality and finish and are fully warranted.

Our imported *Swedish Buck Saws* are fully warranted against flaws or being too soft or too hard, and are made of the purest steel with thin back.

They are sold blades only, or complete with Red Frames and Tinned Rods. Sample of these free on request.

Write at once for full particulars.

Yours truly,

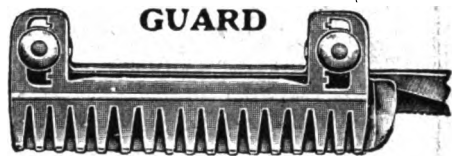
ALFRED ANDRESEN & CO.

1364 Washington Ave. So.

MINNEAPOLIS, MINN.



THE SHAVEZY GUARD



May be adjusted to any blade.

Instantly changed from right to left.

Is the best and a Cheap Guard.

Get my prices, which are right.

L. T. WEISS, Sole Manufacturer
297 Taaffe Place, BROOKLYN, N. Y.

EVER-READY \$1 Safety-Razor Complete

It's a \$5.00 Safety-Guaranteed!

WITH 12 BLADES— At all jobbers or **299 BROADWAY, NEW YORK, THE AMERICAN SAFETY RAZOR CO.**

The "Perfecto" Roller Razor Strop

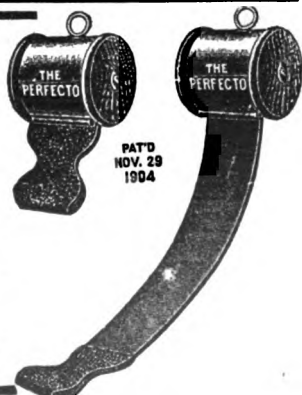
HAVE YOU SEEN IT?

RETAILS FOR 50 CENTS.

The BEST and QUICKEST Seller on the market.
The strop automatically returns to its case when not in use.
Leather specially tanned for us by the "Hemoak" process with the satin finish which insures a high-class strop of superior sharpening qualities.
Case of polished wood and enameled steel. Built to last a lifetime.

Send for Circular and Prices.

The Perfecto Mfg. Company,
TOWANDA, PA.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



Yes, Sir!

The "GEM JUNIOR" is certainly the best safety razor of them all. It shaves wonderfully clean—never pulls—you hardly know that you are shaving. The construction of the razor is so simple it is almost impossible for the razor ever to get out of order.

THINK OF IT!

A new blade for every day in the week. Razor complete with frame and extra handles

for stropping, all compact in handsome case, for \$1.00 at retail, leaving a good margin of profit to the dealer.

We will guarantee you from \$50 to \$250 a week

The amount, of course, depends upon your facilities or location of store.

Let us tell you how this razor can *increase your profits* every week to the above sum. More than one dealer was skeptical at first when we suggested our guaranteed plan of how to make at least \$100 a week extra. We have some dealers who have been making, for the past few months, at an average of \$250 every week selling "GEM JUNIOR" Razors at \$1.00 each, and this without risk. Not alone this, but they have increased their business on other goods in proportion, and our plan of selling "GEM JUNIOR" Razors is what did it.

Communicate with us at once—it will pay you big

THE GEM CUTLERY COMPANY

34 Reade Street, New York

Gillette Safety Razor Wins the Trade

NO STROPPING. NO HONING.

Less than two and one-half years old and nearly a million sold to satisfied customers.

It moves from stock rapidly—no long investment—but money and profit quickly return. Each outfit thoroughly guaranteed as to finish and workmanship. Hardware dealers are building a sound business upon the "Gillette."

12 Blades, 24 Keen Cutting Edges of Finest Steel. Each Blade Will Give 20 to 40 Shaves.

Standard Razor Set, Triple Silver-Plated Handle and 12 Blades, in Handsome Leather Case

\$5.00

No. 461, Combination Set, Standard Razor and Blades, Telescope Badger Hair Lather Brush and Stick Shaving Soap in Silver Plated Holder, in Leather Case

6.50

No. 460, Combination Set, Standard Razor and Blades, Badger Hair Lather Brush and Stick Shaving Soap in Silver-Plated Holders, in Leather Case

7.50

Quadruple Gold-Plated Set, with 12 Blades

10.00

Sterling Silver Set, with 12 Blades

12.00

Other Combination Sets in Silver and Gold up to

50.00

Extra Blades, per package of Ten

.50

Standard packages of 10 blades, having 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents per package.

Send for catalogue, handsomely illustrated, describing other sets in Silver and Gold.

No Blades Exchanged or Resharpened.



The Gillette Sales Company spend nearly a quarter of a million dollars yearly in advertising and this year expect to increase that amount. All this advertising helps you, Mr. Dealer, and brings profit to your store.



The Most Wonderful Steel Blade in the World!

**No Hinges That Rust, No Clasps That Break,
No Springs That Weaken, One Sturdy
Frame of Mechanical Perfection.**

Our NEW COMBINATION SET with razor, including soap and brush in silver holders, is a boon to the traveling man.

We supply all dealers with booklets, signs and hangers. All leading Hardware dealers are making "The Gillette" a trade-leader.



Gillette Sales Company
244 Times Building, - NEW YORK CITY

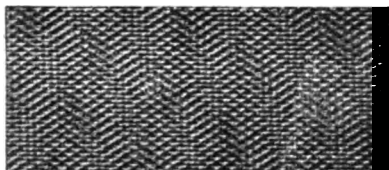
Mr. Dealer:

ADVERTISED GOODS sell best. The following is a specimen of our fall and winter Radiumite magazine advertisement. The de Luxe sets should be ordered now for holiday trade. (Each set in handsome leatherette compartment case). The free razor assortments are also tremendous holiday sellers. (Display stands furnished).

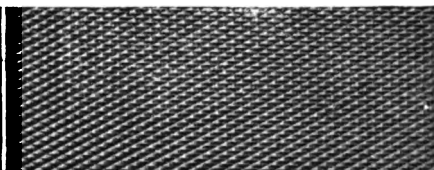
WRITE FOR DESCRIPTIVE CIRCULARS AND PRICES

The Famous Radiumite Diamond Honing Pattern

Actual 2-inch width applied to Dollar Strop



Actual 2 1/4-inch width applied to de Luxe Strop



Patented July 31, 1906

The Radiumite Diamond Honing Pattern is patented. It is this pattern which hones the razor while the latter is being stropped.

Thus harmful, gritty, glistening, or pasty compositions, with which all other self-honing stropps are coated, are not applied to Radiumite Stropps. The Radiumite is thus the only perfect honing Strop in the world, and a man would be as foolish to purchase a strop that will not hone as to buy a saw without teeth.

Note the beauty of the patterns, the mathematical preciseness of the diamonds, and their scientific arrangement. No stropps in the world are as handsome as the Radiumites, and they are known as such at a glance. Look for the Radiumite Diamond Honing Pattern on one side of the strop. Buy no other.

With the Radiumite, you can not only put a keen, perfect edge on all your old razors, making them shave delightfully, but it will keep any razor in perfect shaving condition, without having to take it to a barber to have it honed.

We are making two great offers for the Fall trade, which should be accepted at once.

IF YOUR DEALER CANNOT SUPPLY YOU, send direct to us, and we'll mail the goods direct to you.

RADIUMITE DOLLAR STROP and FREE RADIUMITE RAZOR

\$1.00

POSTAGE
10¢
EXTRA



IF YOUR DEALER CANT SUPPLY YOU,

send \$1.10 to us, we will.

The razor is a fine Radiumite, hand-forged, and hollow-ground, with a single shoulder. It is a perfect shaver.

The strop is a light single Radiumite, with Diamond Honing Pattern, and a fine finishing side. It has a handsome nickel military handle and swivel. Secure this set to-day. Your dealer first, then us.

RADIUMITE SPECIAL SET DE LUXE RAZOR and STROP

\$3.00

POSTAGE
15¢
EXTRA



IF YOUR DEALER DOES NOT CARRY THIS SET,

send \$3.15 direct to us.

The special De Luxe Razor is hand-forged and hollow-ground, having double shoulder. It is beautifully polished and finished.

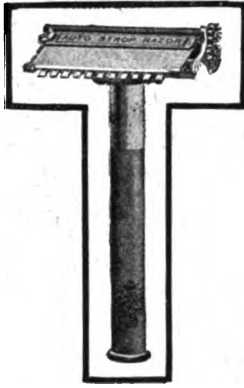
The strop is a large double Radiumite, with Diamond Honing Pattern and beautiful finishing side. It has a heavy nickel military swivel. In handsome leatherette compartment case.

THE RADIUMITE COMPANY

97-99-101 S. CLINTON STREET, CHICAGO, ILL.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The latest and best thing in Safety Razors. One day's Purchasers Are next day's Enthusiastic Advertisers.



he AUTO STROP SAFETY RAZOR

Patented in U. S. and foreign countries

is a combination in a small, neat, strong and durable structure of a wonderful automatic stropping device in a safety razor. The blade is not removed for stropping, cleaning or for any other purpose until it is to be discarded for a new blade. Gives a safe, cool, smooth, close or medium shave at will, because the blade is always in a sharp, perfect condition.



Easily cleaned *clean* in an instant.

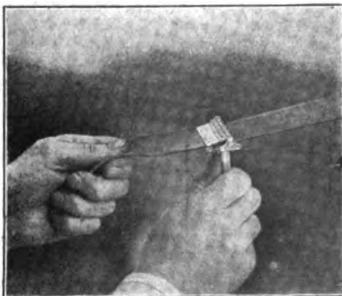
Stropping is done automatically in the expert barber way by mechanical means which are sure and scientific in the hands of an inexperienced man.

This razor will shave as well without stropping as any other safety razor and infinitely better with it.

It is easier to strop this razor than change the blade in any other, and each automatic stropping saves a new blade.

Twelve blades last a lifetime.

**NO HONING
AUTOMATIC STROPPING**



We want representative houses in every city to handle the AUTO STROP SAFETY RAZOR and push its sale vigorously. There's money and solid future business in it.

For particulars, printed matter, etc., address

AUTO STROP SAFETY RAZOR CO.

Sole Manufacturers

350 Broadway, New York

All
we ask
is a
fair trial
for



S & S KNIVES
"ALWAYS THE SAME"



If S & S Knives are all we claim for them, then you want to handle no other line of knives, of course.

But how can you be convinced that they meet the demands of the particular class of butcher trade, unless you give them a trial?

Here are the points we claim for S & S Knives:

They are even in temper—uniform in quality—they contain no hard or soft spots—and will hold their edge under hard service.

We guarantee these points, and authorize you to refund the money in case any S & S Knife you sell fails to stand the test.

Is it any wonder that we are clamoring for just one trial?

National Cutlery Co. DETROIT, U.S.A.

TRADE VILLAGE BLACKSMITH MARK

A SOFT KNIFE. SOME FOLKS NEVER FIND OUT THE DIFFERENCE.
A HARD BRITTLE KNIFE BREAKS IN A DOZEN PIECES WHEN YOU PRY.
A LITTLE HARD WITH IT. ANYBODY KNOWS THIS.
A VILLAGE BLACKSMITH HAND TEMPERED KNIFE TEMPERED OVER A COAL FIRE
IN AN OVEN WILL BEND A MITE AND BREAK UNDER STRONG PRESSURE
AND SHOW CLEAR TOUGH WORKED TEXTURE OF STEEL.
IF YOU REALLY WANT GOOD TOOLS - YOU DON'T HAVE
TO TAKE OUR WORD FOR IT - YOU CAN PROVE IT.

The Village Blacksmith Folks
WASHINGTON CUTLERY CO. MILWAUKEE

HAND MADE BUTCHER KNIVES AND TOOLS

STRAW, BUFFALO GRASS and CANE HAY



are not cut so easily with a smooth-edge hay knife as with a Sickle-Edge Hay Knife.

THE IWAN SICKLE-EDGE HAY KNIFE costs the farmer a few cents more than a smooth-edge knife, but gives better service and remains sharp longer.

ONE DOZEN IN A BOX.—Will you send your jobber an order for a dozen, and prove our claims of larger sales and better profit?

IWAN BROTHERS, Streator, Ill.

Manufacturers also of Post Hole Augers, Tile Drain Cleaners, Volcano Revolving Chimney Tops, Tiling Spades and Wire Conductor Pipe Hangers.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

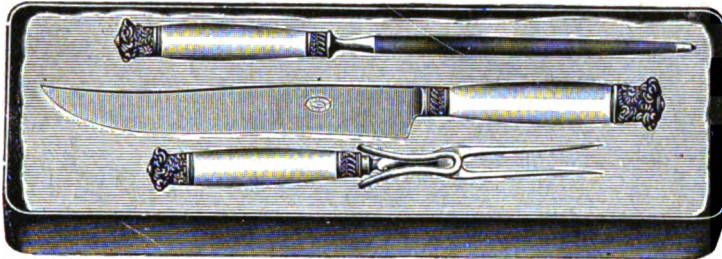
"ANCHOR" BRAND CARVERS

MANUFACTURED BY

LAMSON & GOODNOW MFG. CO. ESTABLISHED 1837

THE NAME THE GUARANTEE OF QUALITY

Sold by the Leading Jobbers of the United States

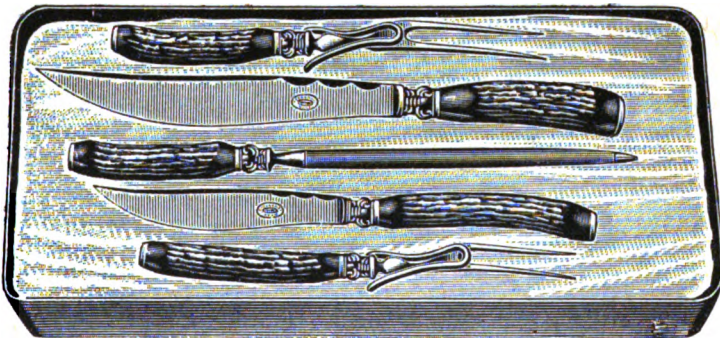


**250
Patterns
to
Select
From**

**Plain and
Mounted Handles**

No. 8047 Grain Celluloid Sterling Silver Mountings

**WITH
STAG
BONE
WALRUS
IVORY
CELLULOID
IVORIDE
COCOBOLO
and EBONY
HANDLES**



No. 0102. Five Piece Set Genuine Stag Handles

**Carvers
that Sell**

Do not Delay

Look Us Up To-Day

**The Line that Gives
Perfect Satisfaction
to Your
Customer**



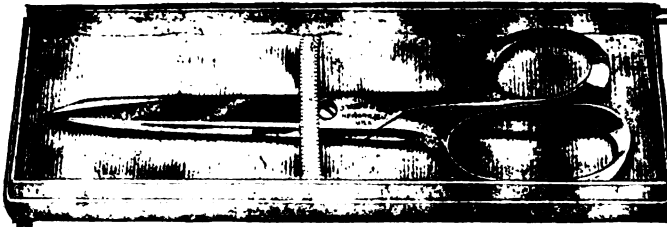
Factory

**SHELBURNE FALLS
MASS.**

New York Office

**OAKMAN BROS. CO.
45 MURRAY STREET**

WRITE FOR CATALOG



Gifts that are ever before
you will keep alive
the pleasant memories
of friendship the longest.

WISS HOLIDAY GOODS

The most complete line of useful, attractive and beautiful holiday sets of shears, scissors and razors ever offered to the trade. Prices range from \$6.25 to \$144.00 per dozen sets. Every set designed to give the dealer a substantial profit and give the customer exceptional value.



Our new booklet is brimful of suggestions of appropriate presents for the holidays. It tells all about our complete line, illustrates it and gives prices. Send for it today.

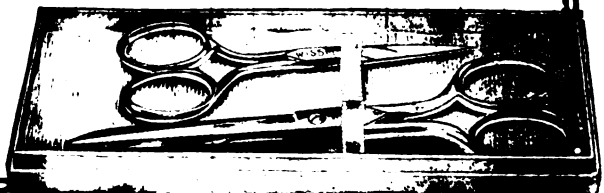
J. WISS & SONS COMPANY

Established 1848

NEWARK, N. J.,

U. S. A.

It is never too early to order
High-Grade Holiday Goods
If you expect to have what you
want at the right time.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

C. J. KIMBALL COMPANY

BENNINGTON, N. H.

Manufacturers of



Butcher Knives,
Shoe Knives,
Kitchen Knives,
Putty Knives,
Paper Hanger Knives, Factory Knives, Cigar Knives,
Screw Drivers, Drawing Knives, Etc.

Send for Catalogue

**FORSCHNER'S XXXX
BRAND**

Butcher Knives



Made of Special
Damascus Steel, care-
fully tempered and
ground, combined
with best workman-
ship. *Superior to all
others.* Each blade
warranted.

Write for Catalogue.

Chas. Forschner & Sons
206 East 19th Street
NEW YORK, U. S. A.



The general manager of a large manufacturing plant was showing some of the directors over the works.

"Why," asked one of the party, "do you use Carborundum Grinding Wheels? I am told they cost more than others."

"Because," replied the general manager, "we cannot afford to use any other kind."

Carborundum Wheels DO cost more than others—in the first place—

And yet no manufacturer, selling on a narrow margin, can afford to use any other kind.

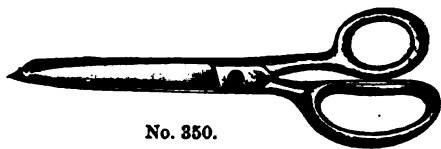
Carborundum is the fastest, cleanest cutting abrasive in the world—

It does the work in half the time—lasts twice as long—saves time—saves labor—AND THAT MEANS MONEY.

That's what the general manager meant when he said he couldn't afford to use any other kind.

Neither can you, Mr. Manufacturer—
Let us send you further particulars.

The Carborundum Company
NIAGARA FALLS, N. Y.

QUALITY
TELLS**THE ATLAS BRANDS**QUALITY
TELLS

No. 350.

Embody All the Essential Features Required in a Good Running Shear, with an Exceptionally Fine Cutting Edge.

Send for Catalogue No. 16

THE ATLAS SHEAR CO.

CAST SHEARS SCISSORS TINNERS' SNIPS
BRIDGEPORT, CONN., U. S. A.



We care more about *quality* than we do about *quantity*.

We are still making UN-X-LD Pocket Cutlery with the same pains and care as when we began 48 years ago.

That's one reason why your customers will find UN-X-LD Pocket Knives far better than the ordinary cutlery made in a hurry regardless of quality.

We'd like to have our salesman call on you, and show you a few samples. It won't cost you anything—and is no trouble to us.

Send your name and address, and when he's again in your vicinity, he'll gladly call.



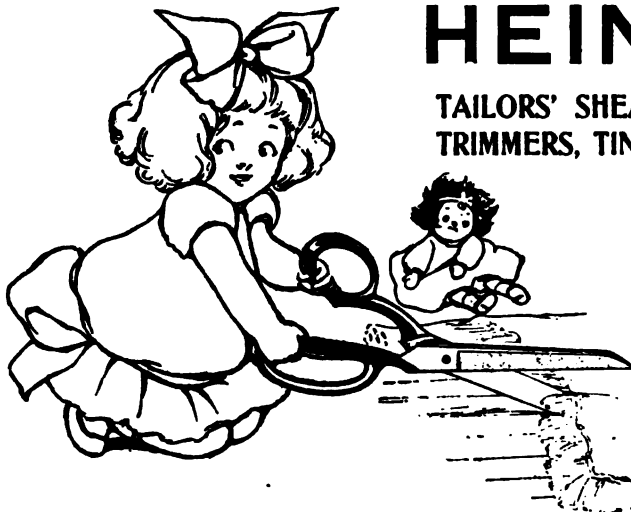
NORTHFIELD KNIFE COMPANY

Northfield, Conn.

The large and increasing demand for

HEINISCH

TAILORS' SHEARS, SCISSORS,
TRIMMERS, TINNERS' SNIPS, ETC.



from every quarter of the globe, including Sheffield, the old home of cutlery, justifies the claim

"Best in the World."

R. HEINISCH'S SONS CO.

NEWARK, N. J.,

U. S. A.

NEW YORK OFFICE AND SALESROOM, 155 CHAMBERS STREET

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



ALL HANDS POINT
To the Superiority of the
LEHMAN
CARRIAGE HEATERS
and
COAL.

Universally known as the Standard and Best
 PLACE YOUR ORDERS EARLY; THE DEMAND
 WILL BE LARGER THAN EVER BEFORE

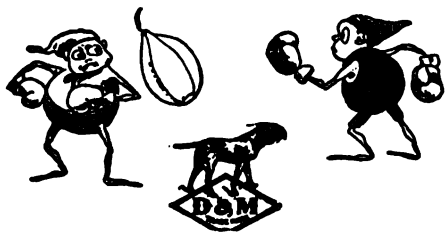
The "Lehman" is positively the best HEATER and COAL advertised
BEWARE OF IMITATIONS
LEHMAN BROS., Mfrs., 10 Bond St., N. Y.
 J. W. ERRINGER, Gen. West Sales Agent,
 45 E. Congress St., Chicago


BOXING GLOVES

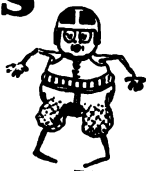
Foot Balls

STRIKING BAGS

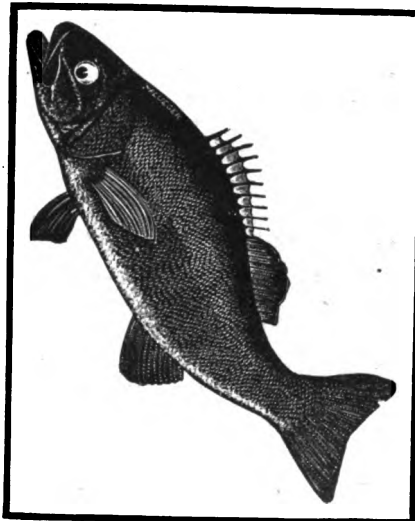
Clothing

"Everything for Fall and Winter"

Sporting Goods

**"None
Superior"****BE SURE
TO SEE
OUR****Baseball Line for 1907.**

Before placing your orders let us send catalog and quote prices.

THE DRAPER & MAYNARD CO.
MANUFACTURERS**Plymouth, N. H. - - - U. S. A.****PFLUEGER'S FISHING TACKLE**Hooks, Flies, Trolls, Spinners, Phantoms, Reels,
Furnished Lines, Everything in Fishing Tackle**NOTICE.**—Free to any dealer in Sporting Goods, sent express prepaid, 170-Page Illustrated Catalogue No. F 25 and Metal Fish Sign in 8-Color Lithograph**The ENTERPRISE MFG. CO.**
AKRON, OHIO, U. S. A.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

THERE IS PROFIT IN Standard Carriage Heaters

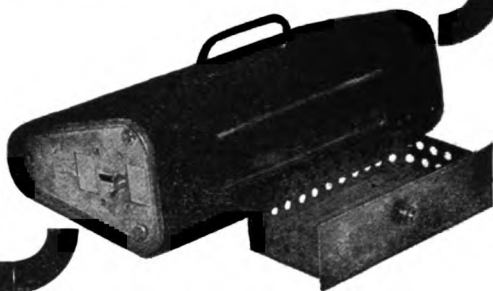
BECAUSE—They are never sold direct to the consumer when we can turn the business over to a dealer.

BECAUSE—When we do sell them direct, the consumer has to pay the full list price.

BECAUSE—The Catalog Houses don't sell them. **YOUR BEST INTERESTS DEMAND THAT YOU GET OUR 1906 PRICES.**

The STANDARD STAMPING CO.

MARYSVILLE, OHIO



BETTER and CHEAPER Coal for CARRIAGE HEATERS

ONLY ONE GRADE—THE BEST

Standard Size Carbons
for use in

CLARK,

Petty, Standard & Leh-
man Heaters

BRAND ALLEN
(12 bricks to box, 24 boxes to case)

52c. doz.

BRAND BURNRIGHT
(standard length and thickness)
2 in. wide, packed same as Allen

42c. doz.

More Allen coal used in New York than any other Brand.

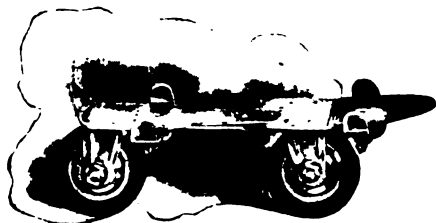
References—Every large Livery in New York.

ALLEN HEATERS the best and cheapest, \$1.50 and \$1.75

THE ALLEN COAL COMPANY, 36 Great Jones Street, NEW YORK

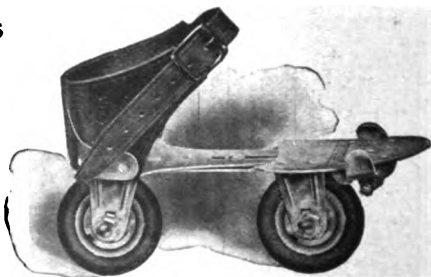
BUFFALO MODEL—EXTENSION CYCLE SKATES

Nickel-Plated—Ball Bearing—Rubber Tires



Particularly
Adapted
for
Outdoor
Use

Send for
Catalogue
with special
discounts.

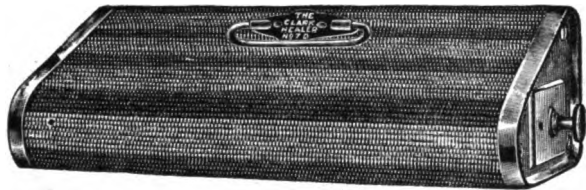


THE CYCLE SKATE AND SPORTING GOODS CO., 37 Park Street, New York

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

OCTOBER is the month when no dealer who is alive to the demands of customers for winter comfort neglects to look over his stock of

CLARK Carriage Heaters



Everyone who rides in cold weather needs one. They come as low as \$1.75 list and are by all odds the most sightly, well made and durable carriage heaters on the market. There are 19 styles—something for every pocketbook. *Clark Coal* heats strongest and longest. Every brick guaranteed.

Ask your jobber for these goods and write us for new catalogue. We furnish you with sales-making advertising matter.



CHICAGO FLEXIBLE SHAFT CO. 180 ONTARIO STREET, CHICAGO

The name **CLARK** on heaters or coal is a guarantee of quality.



FLEXIBLE FLYER

"The Sled That Steers"

Swift as the wind—that suits the boys. The only sled a girl can properly control. Made of the best materials. Finely finished. Outlasts any wooden sled. Made in six sizes. Write for descriptive catalogue and prices.

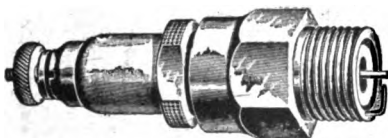
S. L. ALLEN & CO.

Box 1100 H.

Philadelphia, Pa.

GET THE TRADE

with a fast selling automobile appliance. The hardware dealer is in line for auto sundries. Get your jobber to furnish you



with "Soot Proof" Plugs

It is the most economical and best selling plug on the market, because its life is practically unlimited. It cannot short-circuit.

Send for free treatise on electrical ignition troubles.

Address **C. A. MEZGER, Inc., Manufacturers**
203 W. 80th Street, New York

National Sales Corporation, Factory Sales Managers, 296 Broadway, New York

THE FOUNDATION OF SUCCESS

IN THE RINK BUSINESS IS AN EQUIPMENT OF THE RICHARDSON CUSHION FRAME, ANTI-JAR BALL-BEARING ROLLER SKATES, used in all of the largest and most successful rinks, and by all of the most prominent professional skaters in America. We have held all World's Records since 1885.

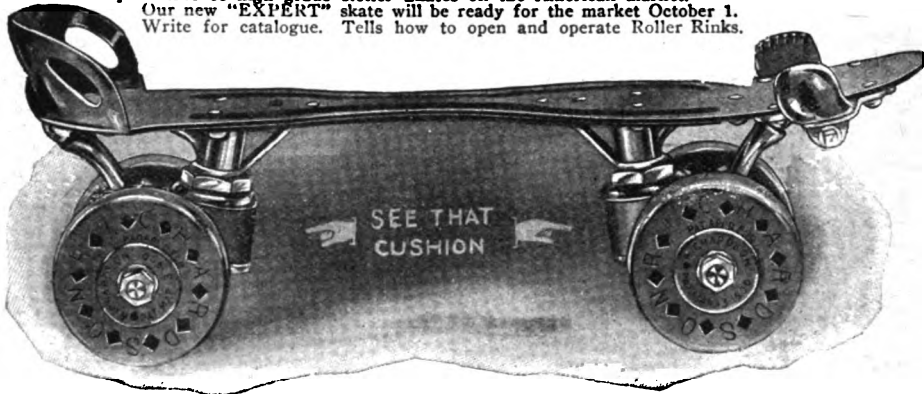
We have originated every essential feature in connection with the manufacture of roller skates during the past Twenty Years.

We do not manufacture sidewalk skates and recommend them for rink use.

The most complete line of high grade Roller Skates on the American market.

Our new "EXPERT" skate will be ready for the market October 1.

Write for catalogue. Tells how to open and operate Roller Rinks.



RICHARDSON BALL-BEARING SKATE CO., 501 Wells St., Chicago

1907 CATALOGUE NOW READY

Giving useful information on Rules of
Racing and Hockey, Track-
Laying, Records, etc.

NESTOR JOHNSON, Chicago, Ill.

636 & 638 N. California Av. near Division St.



WINSLOW'S Skates

Ice and Roller
All Models—All
Sizes

Dealers will profit by carrying a full line. Our Fall advertising in leading magazines will result in a big demand for WINSLOW'S SKATES, both Ice and Roller.

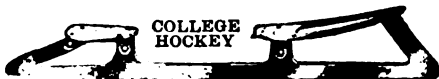
WINSLOW'S SKATES lead in reputation, quality and sales.

Send for Illustrated Catalogue of New Models

THE SAMUEL WINSLOW SKATE MFG. CO.
WORCESTER, MASS.

New York Office:
84-86 Chambers Street

London Office:
8 Long Lane, E. C.



MOTOR Boat Fittings

Brass and Galvanized Specialties
Marine Hardware
Send for Catalog

A. S. MORSS COMPANY
210-212 Commercial St. Boston, Mass.

TIN BOXES FOR ALL OFFICE USES



Established
1851

Cash, Bond, Stamp, Bill and Change Boxes, Bill Head Cases, Envelope Cases, Hallway and Outside Mail Boxes, etc.

Satisfaction Guaranteed—Send for Catalog

MERRIAM MFG. CO., Durham, Conn.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

ICE SKATES



should have your attention at this time.

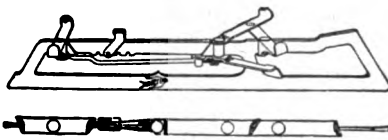
Supply of Reliable Jobbers.

We are mailing a very attractive CATALOG to the trade. Did you get one? If not, write us, please.

BARNEY & BERRY, SPRINGFIELD,
MASS., U. S. A.

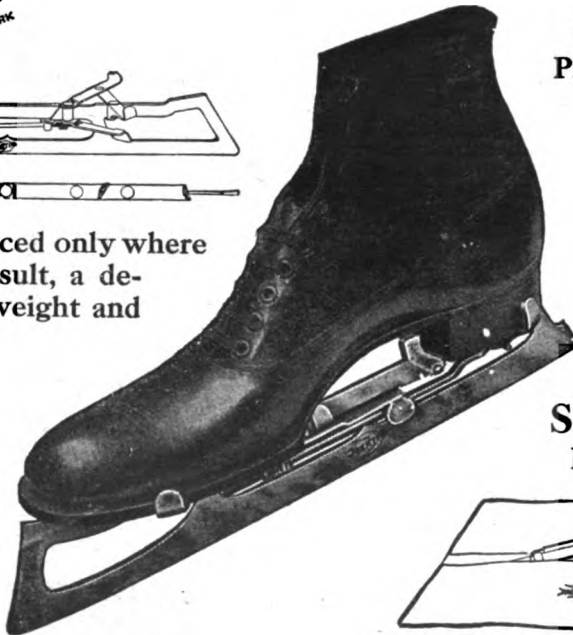


FOLDING POCKET SKATES!



Metal placed only where needed; result, a decrease in weight and increase in strength.

A pair in a Wallet may be carried in the breast pocket or a Lady's Muff.

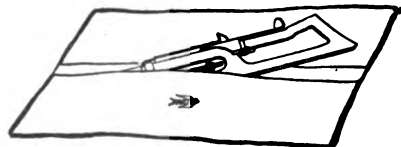


No Keys, Heel-Plates or Screws;
NO BULK,
NO
BOTHER.

Leading Jobbers.
Ask for Catalog.

=

MARTIN
SKATE CO.
Boston, Mass.



FUN FOR ALL, ALL THE YEAR



THE WABASH COASTER WAGON

sells readily at a good margin of profit. Guaranteed to give satisfactory service.

THE WABASH COASTER WAGON is a substantial, general purpose wagon, 34 inches long, 16 inches wide; large, roomy box of hard wood, removable. Well balanced to prevent tipping. Turns easily on narrow walk. All wheels (our exclusive Wabash patent) are 11 inches in diameter—of wide tread, on steel axles, no bumping or pounding. A nobby, solid wagon in which any youngster will have pride and pleasure.

GET READY FOR THE HOLIDAY RUSH

WABASH COASTER WAGONS will be in demand; they're advertised

The people know about them

Order now through your jobber or direct from us; we have nine shipping stations as follows:

PHILADELPHIA, PA.

PITTSBURG, PA.

LOUISVILLE, KY.

MILWAUKEE, WIS.

ST. PAUL, MINN.

KANSAS CITY, MO.

SEATTLE, WASH.

PORTLAND, ORE.

WABASH, IND.

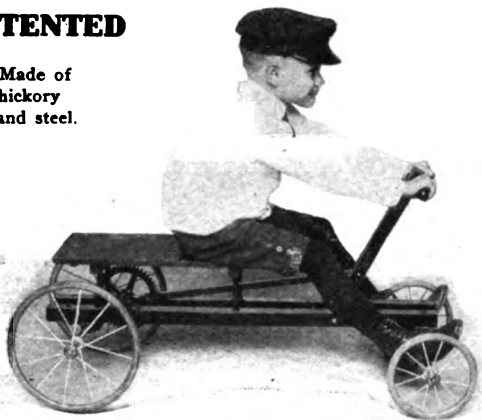
Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

WABASH MANUFACTURING CO., Wabash, Ind.

PATENTED

Made of
hickory
and steel.

**IRISH MAIL**

Geared for speed—Low Wheels
can't upset.

ARE YOU READY

FOR THE XMAS RUSH
ON THE FAMOUS

IRISH MAIL

LINE OF CHILDREN'S VEHICLES?

IF not you had better get busy. You know how congested the freight traffic is now. What will it be in a few weeks more?

MOST of our dealers had their Xmas orders shipped last month. They ordered heavier, too, because they didn't have enough last year.

IT'S THE ONLY LINE

the people want because they know it's the strongest, fastest, safest, nicest hand-car on the market, and the only one that is guaranteed by the maker.

Our advertising drives the people to your store—you "RAKE IN" BUSINESS and PROFITS.

**FLYING DUTCHMAN.**

Quick sales—good profits—easy money and when once sold they stay sold.



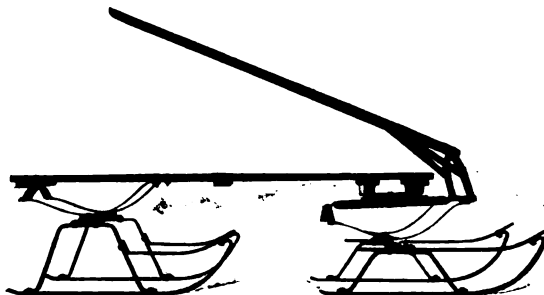
Some dealers average 100 WAGONS SOLD EACH DAY. They're all the rage and people are IRISH MAIL crazy. SEND US YOUR XMAS ORDER AT ONCE and get ready for the rush.

THE KATY-FLYER**Coaster, Wagon and Sled**

Lightest, strongest, and coast farther than any other. Any boy can remove end-gate and side of bed in one second, or change wagon to sled. Second season. Good seller.

WE MAKE OTHER CHILDREN'S VEHICLES.

Write for Catalogue.

**KATY-FLYER (Coaster Sled).**

HILL-STANDARD MFG. CO., 458 Irish Mail Ave., ANDERSON, IND.

BAKER GUNS

Send for Descriptions and Prices of **NEW GRADES**



Our line comprises **TWELVE** different Stock and Special Grades in a wide variety of specifications at prices ranging from \$18.00 to \$250.00

READY SELLERS SATISFACTORY TO USERS

Liberal discounts and attractive propositions for **THE DEALER**

BAKER GUN AND FORGING CO.

BATAVIA, N. Y., U. S. A.

HAMILTON RIFLES

 **Model 19. \$2.00.**

"Take Down"

The No. 19 "Hamilton" frame and working parts are of steel, beautifully finished in a blue-black; the stock of handsome walnut, with simple and convenient "take down" features. ¶ A forward motion of the lever exposes the opening for loading, and after the cartridge has been inserted a reverse motion closes and locks the action securely, after which the milled thumb-piece is drawn back and the rifle is ready to fire. *This construction removes the element of danger inseparable from some rifles of the usual hammer type.* ¶ After firing, another forward motion of the lever extracts and throws out shell.

 **Model 15. \$1.50.**

"Take Down"

Model 15, constructed same as No. 19, only with barrel 4 inches shorter. *These rifles are Chambered for 22 Cal. short and long rim-fire cartridges. Weight of Nos. 19 and 15, 2 lbs. Rear adjustable peep sights.*

Every Hamilton Rifle and each Component part guaranteed. Send for Circular.

THE HAMILTON RIFLE CO., Plymouth, Mich.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

HOPKINS & ALLEN

HAMMERLESS DOUBLE GUNS

The kind that gives satisfaction.
Guns that are made to shoot.
Costs little more than the
other kind.
Guns that are adver-
tised.
Guns that have a
good reputa-
tion.

**The
GUN
SEASON
Is Here.**

How Is Your Stock?

**Made in 12 and 16 gauge, 28, 30
and 32 inch barrel.**

**Decarbonized steel barrel,
price - - - \$20.00**

**Stubbs Genuine Twist steel
barrels, - - - 22.00**

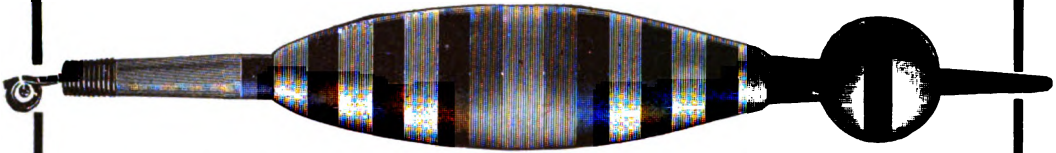
Damascus Steel barrels, - 25.00

If you are interested in
Fire Arms, send for our
Show Case Mat and Adver-
tising Matter. *Sent you by
express prepaid.*

The Hopkins & Allen Arms Co.

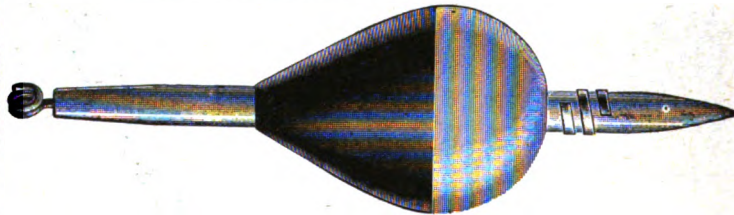
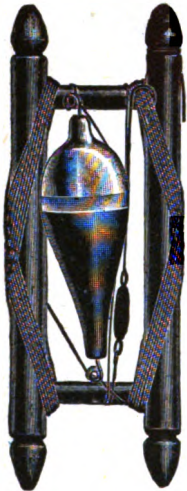
Dept. B.

NORWICH, CONN.



CORK AND WOOD FLOATS

Furnished Fish Lines
Fish Line Assortments



ADJUSTABLE RINGED SINKERS

The Largest Manufacturers

F. E. CHESTER & CO.

P. O. Box 367

CATALOGUE

PROVIDENCE, R. I.



KINGFISHER

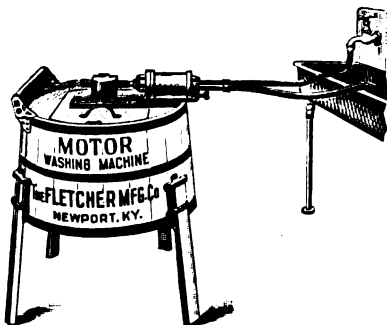
Lines are known by the Company they Keep
—they are only found in Company with the
KINGFISHER Trade-Mark.



E. J. MARTIN'S SONS

Makers of the

"KINGFISHER" BRAND Braided Silk Fish-Lines
ROCKVILLE, CONN.



FLETCHER Motor Washing Machines.

The simplest and best machine on the market. Motor substantially made of *few parts, all heavy brass*, made to give *long use and wear and perfect satisfaction*.

Machine is sold complete, with Motor, Hose, Wringer Board, etc.

Clothes are washed in hot suds by agitation.

These are the machines your trade wants. Simple, perfect, powerful. Send for circular and testimonials.

The Fletcher Mfg. Co., 8th & Monmouth Sts.,
NEWPORT, KY.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



A good many dealers like their own name on AMERICA Alarm Dials—it's a standing "ad" that somebody else pays for.

Ask your jobber or write us about this.

THE
Western Clock Mfg. Co.
LA SALLE, ILL.

It's worth while to make a bid for the boys' trade. Boys who buy Daisy Air Rifles from you this year will be buying "grown-up" guns later.

The best thing about the Daisy Air Rifle is that it teaches the boy how to handle a gun. It firmly fixes him in the out-door habit.

The "Daisy" age doesn't last more than four or five years. After that the boy wants a real grown-up gun, which he can go hunting with.

If you supply all the younger boys in your neighborhood with "Daisy" Air Rifles, you will get their good will, and keep their trade when they get to the age for a shot-gun or hunting rifle.

The moral is—keep the "Daisy" up in front. Make window displays of it. Talk about it to your customers. Push it in the hundred and one ways a live dealer knows how to push a good thing.

It will pay you a good profit NOW, and be building for the future at the same time.

TO-DAY—write for that catalog.

DAISY MFG. COMPANY

280 Union Street

Plymouth, Mich.

JARVIS FISHING OOAT

For Wear With Waders

Convenient—comfortable—has pockets inside and outside for every convenience for a trip down the stream.



Knapsack pocket on the back to carry lunch, shoes or other bulky articles.

IT'S SHORT—just laps over top of waders.

Contents of pockets can't get wet unless you have to swim.

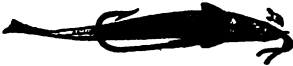
YOU'LL WONDER

HOW you ever got along without one.

Sent prepaid on receipt of price. Army Khaki Cloth each \$3.50. Heavy Tan Duck each \$3.00.

Order One Today.

**JARVIS
BAIT
HOOK**



for use with live salted or pickled

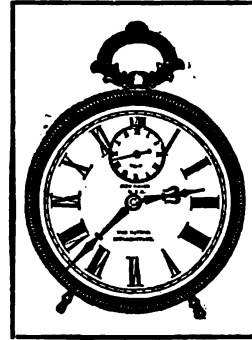
minnows, for trolling, casting or still fishing. Holds minnow in natural position; it can't double up in a lump as with other hooks. Just naturally tempts the fish; then hooks him. Best catcher ever devised. Per dozen \$1.00.

Send 10c for sample and complete information or ask your dealer.

W. B. JARVIS CO., Grand Rapids, Mich.
28 Canal Street.

THE TATTOO

(Trade Mark Registered in U. S. Pat. Office, Aug. 29, 1905)



A GOOD
TIME-
KEEPER

A
CERTAIN
ALARM

4 1/2 inch Case

**ALARMS INTERMITTENTLY ON A
4-INCH BELL-METAL GONG ON BACK**

Write for Prices

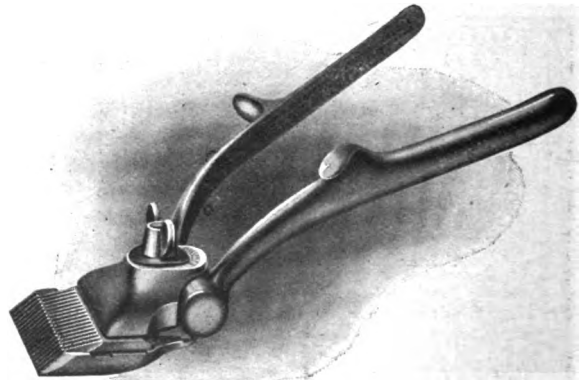
THE NEW HAVEN CLOCK CO.

Dept. S

NEW HAVEN, CONN.

The Natural Grip of the Hand

JUST FITS THE FIGARO HAIR CLIPPER



SIMPLICITY & CLEAN CUTTING QUALITY

**BROWN & SHARPE MFG. CO.,
PROVIDENCE, R.I., U.S.A.**



Glascock Racer No. 1. For Children from 6 to 15 years

GLASCOCK'S RACERS



Glascock Racer No. 2. For Two Children 6 to 15 years

THE HILL CLIMBERS

Built for all sized children. Boys and Girls. The strongest and speediest car built. Geared. Has gear wheels encased. Has three different motions. The best advertised line of Hand Cars on the market. We advertise for the Merchants. **The Money-Makers.**

THE MONEY-MAKERS

WRITE US FOR CATALOGUE AND PRICES

DEPT. J.

**GLASCOCK BROS.
MFG. CO.,**

MUNCIE, INDIANA



Glascock Racer No. 3. For Girls from 6 to 15 years



Glascock Racer No. 4. For Children from 3 to 6 years

Something Entirely New in Children's Cars



THE CAR THAT SELLS AT SIGHT

Built on an entirely new principle, and mechanically geared for greater speed with one-fourth the effort. An invigorating and healthful recreation for the boy or girl. Once seen, and you will buy only the **"ROYAL RACER."**

Manufactured only by H. N. THAYER CO., Erie, Pa.

You Can
Do
More
Than

"No Danger"



Bang it on a table, drop it, kick it—there will be no discharge, unless the trigger is pulled all the way back. That's where the Iver Johnson Safety Principle comes in and where the other "went-off-without-warning" revolvers fail. The

IVER JOHNSON

Safety Automatic Revolver

is safe all the time, except at that thousandth part of a second when you want it to do your bidding—then it is **never** known to fail.

When the trigger is pulled all the way back, the fact raises the safety lever which receives the blow of the revolver hammer, and transmits it in turn to the firing pin; at all other times and under all conditions it is impossible for the revolver hammer to cause a discharge, for the safety lever is not in position to receive its blow and transmit it to the firing pin.

OUR FREE BOOKLET, "SHOTS"

gets right at the heart of the matter, it tells you in unmistakable language why it is also accurate and reliable. Sent on request together with handsome catalogue.

HAMMER, \$5

HAMMERLESS, \$6

All the leading Hardware and Sporting Goods
dealers carry it. Look for our name on the
barrel and the Owl's Head on the grip.

IVER JOHNSON'S ARMS AND CYCLE WORKS
163 River Street, Fitchburg, Mass.

NEW YORK OFFICE: 99 Chambers St.

Makers of Iver Johnson Bicycles and Single Barrel Shotguns.



HARDWARE DEALERS' MAGAZINE

OCTOBER, 1906

PUBLISHED BY DANIEL T. MALLETT, AT 253 BROADWAY

Trade-Mark Registered

(Chicago Office, Tribune Bldg.)

Published Monthly

VOL. XXVI. No. 4.

ONE DOLLAR
A YEAR

NEW YORK

TEN CENTS
A COPY.

WHOLE No. 154.

There are two things which the Hardware merchant should fully consider at the present moment. One is that the holidays are absolutely sure to be here in less than three months, and the other is that there never has been a time in the history of America when so many people would be buying holiday presents, and so much money spent in paying for the same, as at the close of this prosperous and blessed year of 1906. It seems an act of folly on the part of any Hardware dealer to permit the department store, drug store or any other kind of a store to dispose of so many goods that are legitimate with this trade. In the present condition of things, the Hardware store, therefore, should be an art center to any given community in the line of ornamental metal work of all kinds. This includes silverware, bronzes, brass goods, glass goods encased or mounted in metal, and those thousand and one things which the artificer in metals and in leather has produced in recent years with such artistic effects.

* * *

The Hardware dealer who knows how a store front ought to be arranged, ornamented and illuminated, can make a very beautiful display with a finely selected and artistic stock of goods which the trade affords. The Hardware store that during the last two weeks of November and all of December does not provide itself with a beautiful and attractive display, not only in the windows, but on the counters and in the showcases in the front of the store, is losing a large share of advertisement and allurements that is not to be passed lightly by. The opportunities of the holiday season are becoming greater and greater with every succeeding year, and it doesn't seem possible that any Hardwareman would permit

them to pass by during the coming prosperous season without reaping his full share of the trade.

* * *

The National Associations of Hardwaremen, that represent the jobbers and the manufacturers, are to meet in annual session at Atlantic City during the present month. Heretofore the gatherings of both organizations have been prolific of numerous papers on all conceivable Hardware and other business topics. These monographs have been essential compendiums of the business wisdom taught by years of experience, to men capable of learning well the lesson and of recording the results upon paper. As a rule, they have not been listened to with that close and unanimous attention which they deserved. It is the intention of at least one of these organizations on the present occasion to omit these papers, and to do more work than heretofore in advance of the convention, to be made apparent in the action of the committee on resolutions.

* * *

In other words, the officers of the association have applied themselves to the task of collecting the ideas of the various members and putting them in shape, so that they can be presented to the convention in a terse and condensed manner. It will then be the work of the collective body to embody in permanent legislation such conclusions as the majority may affirm. This seems to be a very wise course, as the concrete wisdom of the associated Hardwaremen is the one thing to be desired in connection with these labors. Either of these national associations when it speaks with the voice of combined authority and has behind it the power of a great national organization representing hundreds of millions of capital,

carries with it a force which is most effective when applied either to public opinion or as the stimulant of needed legislation.

* * *

These two organizations are mighty powerful when they are disposed to be so. If the lawmakers of the United States understood what a tremendous influence might be created by the members of these two organizations they would keep an ear to the ground for the purpose of learning what is going on in Atlantic City in October.

* * *

The coming conventions promise to be events of considerable interest. The attendance already guaranteed will probably exceed that of any other similar preceding convocation. It is the intention and the desire of those charged with the responsibilities of the occasion to hold fewer sessions than heretofore, but to make these gatherings more effective both in attendance and in the amount of business transacted. The social features have not been overlooked, but it is hoped to make these less conspicuous than heretofore. The Hardwaremen of the United States are too busy in these bounding and abundant times to take the larger portion of a week for merrymaking, but they are not too busy to meet with each other for the purpose of advancing in a number of directions the general interests of the Hardware trade.

* * *

It is becoming more and more apparent that the Business Man is coming surely and certainly into his own in the regulation of public affairs. In former years the great discussions of the forum, in the halls of legislation or in the press were conducted on academic lines. There was altogether too much of guesswork and theory and altogether too little sound common sense. The Business Man is gradually taking the place so long occupied by the lawyer, the minister and the college professor. He is beginning to realize that nine-tenths of the questions which are up for discussion and decision in the world of economic philosophy are those which touch the pocketbook of the individual and affect the ledger balances of the firms, the companies and the corporations. In other words, this is an era in which business questions are predominating and the Business Man is having more and more to say as to their eventual solution.

* * *

A Hardware manufacturer was passing recently through a small village in the center of an important fishing district, and his attention was called to a sign in the window of a Hardware store which he was passing.

On this card were a number of artificial

flies, with this very emphatic and suggestive statement: "Flies with which to catch fish in THIS locality."

The point that impressed itself upon his mind was this: That the storekeeper, in these few words, stated that he was doing business for the special benefit of the people of his own section. That he was not bothering himself as to what sort of fishing tackle was necessary to catch sharks in the Gulf of Mexico, trout in the woods of Michigan, or eels in the Shrewsbury River of New Jersey, but was thoroughly posted as to the sort of fishing tackle and appliances necessary to catch the special species of fish natural to the waters about the town in which he was doing business.

* * *

He had studied the characteristics of the fish in his own neighborhood and had discovered the sort of bait that would be most effective in landing them. There is a hint in this incident for Hardware dealers who do not confine themselves to fishing tackle in its application. The man who studies carefully and with a deep personal and business interest the special needs of his special neighborhood is the man who will do the most business in that neighborhood. It is his business to know what sort of flies will land trade in HIS section, and if he knows that thoroughly and lives up to it he will find that he has struck a field that is worth cultivation.

* * *

The above incident recalls another. News reached a large Hardware manufacturing concern to the effect that a certain merchant was, for good reasons, regarded as a poor risk, and that it would be poor business policy to continue the credit which he then enjoyed. The manager suggested to his assistant that word should be sent to the New York agent that the party in question was to be eliminated permanently from the books, unless cash accompanied his order. The assistant, who was inclined to be progressive, suggested that these instructions should be sent immediately by wire. The manager thought otherwise, and in a somewhat severe manner intimated to his assistant that his proposition involved a needless extravagance, and that a two-cent stamp would do as well as a fifty-cent telegram.

* * *

The letter was duly mailed and sent. It reached its destination thirty-six hours later. Meanwhile the New York agent, having no news as to the withdrawal of credit, had sold to the customer in question on time a bill to the value of \$1,500. A telegram would have prevented this sale.

GOOD NEWS FROM THE JOBBING TRADE

THE INDICATIONS POINT TO A LARGE FALL AND WINTER BUSINESS—CROPS ARE EXCELLENT IN ALL SECTIONS, MONEY PLENTY, AND PEOPLE ARE BUYING THE GOODS.

The hopeful reports found below are from many business sections, widely separated geographically, but all uniting in hope of a continuation of the present favorable business condition. Hardwaremen everywhere seem to be at work, and, what is better still, are happy in their work and making money.

Philadelphia, Pa.

Supplee Hardware Co.: Trade conditions surrounding the Hardware market still continue excellent, and reports from our representatives throughout the different territories covered would seem to indicate no cessation in the demand for goods. Up to this time, the year has been prolific of a large trade, and, contrary to what has always been the conditions through the summer season and vacation period, it has continued without any noticeable decline.

We can see nothing in the future that would lead us to alter our convictions as to the present year being a record breaker as far as the Hardware line is concerned. The crops are excellent and manufacturers in all branches loaded with orders. We noticed in a trade journal recently that the American Steel Corporation up to the first day of August had over 7,000,000 tons of unexecuted orders on their books. Building in our own city was never on so large a scale before, and it would seem that about the only thing that would have a tendency to discourage the trade is the inability of manufacturers to deliver goods more promptly.

The writer visited a large manufacturing center recently, and in conversation with the presidents of two very large concerns, was informed that the greatest difficulty they experienced was that arising from their inability to procure all the skilled labor they needed (wages did not enter into consideration at all), and the next difficulty encountered was the securing of the raw material from the mills. Some of the manufacturers in the builders' Hardware line (in fact, know of no exception) will not promise to deliver specifications in less than from five to six weeks. This is, of course, a great detriment to the prompt handling of requisitions in this line, and we are informed that there is no diminution in the size or quantity of their orders, but we suppose all that we have to do is to grin and bear it.

We certainly would have the conditions as

they now are, rather than to have it possible to receive our goods without any delay, which, of course, would indicate that manufacturers were not crowded with orders and would leave the impression that trade was languishing. Collections are fairly good.

Pittsburg, Pa.

Bindley Hardware Co.: Concerning conditions in this market, prospects are most excellent in every particular. The outlook, as far as we can see it, is very good for a large fall and winter business. The trade coming into the house report indications very good, and our traveling salesmen, both personal and by the mail, say the same thing. The mills and factories in this district are all exceedingly busy, which is the best indication we have for good times—many of them reporting such a large business on hand that they are unable to fill orders with much promptness.

Regarding the question of the various abuses, we would hardly know where to start or where to finish, but one of the most prominent abuses that we have to-day is the question of the very early selling of goods for next season's use. We refer now to to-day's sales on lawn mowers, garden and harvest goods, on poultry wire and on wire cloth and screen goods, selling them for 1907. If the trade could be induced to refrain from offering these goods until the near approach of the season, we believe it would be better for all parties concerned, and would give the dealer more time to attend to to-day's business, and give the salesmen more time for the same purpose. If the trouble can be corrected, it would be a very good thing.

Lynchburg, Va.

Barker-Jennings Hardware Co.: We have never known business conditions more prosperous throughout our territory. The demand for goods, especially in the supply line, is unusually heavy and urgent. We are experiencing great difficulty in getting prompt shipments, and equally as much trouble in getting goods after they are shipped. The railroad companies are taxed beyond their capacity, and are taking two or three times as long to make deliveries as they should do.

Labor is unusually scarce and demand higher prices than we have ever known. Notwithstanding the fact that large numbers of laborers have been imported for railroad con-

struction, the demand is far ahead of the supply. The outlook for fall and winter trade was never more promising.

Omaha, Neb.

Baum Iron Co.: Present conditions are excellent. The future looks most promising and there is every reason to look for continued prosperity.

St. Louis, Mo.

The New Paddock-Hawley Co.: The conditions of trade in the territory tributary to St. Louis were never better. It is not a question of securing business at the present time, so much as obtaining staple supplies in the iron and wood line to fill orders with promptness. If the trade at large could realize the scarcity of goods throughout the country, and the traveling salesmen would impress this fact on their minds, it would go a long way toward making business more satisfactory to both buyer and seller. The conditions generally are as favorable as we have ever known them, and are likely to so continue entirely through next year.

St. Joseph, Mo.

Wyeth Hardware & Mfg. Co.: The man who is not satisfied with present conditions of business, and also future prospects, must be indeed hard to please, as we do not see how they could be improved upon. Such crops as have, or are about to be harvested, have never been equalled, so that we may confidently look forward to at least one more year of prosperity. The only complaint we have to make is that it is very hard indeed to obtain goods from the manufacturers with any degree of promptness.

As to abuses in the trade which might be remedied, they are, of course, numerous, but we do not believe we have any suggestions to offer as to how they may be remedied. This is an opportune time to consider one of them, viz.: The taking of orders for wire cloth and seasonable goods six months before the time they will be needed for consumption, and naming prices which during all that time are used as a target by other jobbers. This is a policy which is generally followed, but which has nothing to recommend it, and we have no way of telling what we will receive for such goods until the bills are paid.

Atchison, Kan.

A. J. Harwi Co.: Business conditions in the territory tributary to the Missouri river are in excellent shape. Never better. The

corn crop, which is now virtually assured, will probably be as large as was ever harvested in Kansas, Nebraska and Oklahoma.

A great deal of building is going on all over the territory, and much immigration is going into the western end of these states. A census recently taken by the State Board of Agriculture shows a marked increase in the population of Kansas during the past year. With this increase and the good crops, there is no reason why we should not have another very prosperous year.

Fall trade is opening up excellently well. Prices in Hardware are firmly maintained. There are no reductions made. What few changes are taking place are slight advances. With this state of affairs, it would seem out of order to make suggestions for improvement.

The conservative merchant will take advantage of the prosperous times, at the same time holding both his stock and his accounts firmly in hand.

Kansas City, Mo.

Bonniwell-Calvin Iron Co.: The satisfactory conditions of the Hardware market which have prevailed in Kansas City during the year of 1906 still continue. The early promise of good crops in the tributary territory has been more than fulfilled. The corn and cotton are now the only ones not harvested, and with the exception of local limited areas will be far above the average. We can see no cause for apprehension in regard to the future outlook.

The recent advance in the money market, whether caused by Wall street manipulation or by the equally reasonable supposition that the depletion of the bank reserves, caused by the country demand for money to move the enormous crops, is no cause for alarm, and can only be temporary. Money was never more plentiful among the producing classes than it is now. It will soon be put to use in repairing the old, in building the new, and in the purchase of the former luxuries which have now become the necessities of life. This will soon relieve the present financial stringency, and create a demand which will tax the sources of supply to their utmost capacity.

In times of prosperity the besetting temptation of the business man is to overreach, to do more than he has capital to do with. We should always remember that there are certain business levels above which it is as dangerous to go as it is to go below them. Business principles should never be sacrificed for the sake of volume. The successful business man is the one who does it within his means, does it only at a fair profit, and who at all times does it honestly and well.

Denver, Colo.

Moore Hardware & Iron Co.: We see no reason why the continuation of good business during the fall and winter should be doubted. Everything points to a good demand for Hardware, and after the harvest of crops there will be more ready cash. Collections have not been quite up to our expectations, but we look for better conditions in the next thirty to sixty days. We do not know what improvements to suggest, except that it would be much better for the jobber to do business if the manufacturers would make more prompt deliveries.

This delay causes us more trouble than any other branch of the business. We believe that the ending of the year will keep up the good average of the months gone by.

Wallace, Ida.

Coeur d'Alene Hardware Co.: The trade in this vicinity continues fairly good, with every prospect that it will continue so throughout the winter. This refers especially to heavy Hardware, mine and mill supplies. The greatest trouble is the delay in getting goods from the factories, most of them being overstocked with orders and understocked with goods.

Burlington, Iowa.

Robert Donahue Iron & Hardware Co.: The trade through this region was never more satisfactory. The demand is large and the question at hand is not that of being able to dispose of goods, but the great trouble is to keep sufficient stock bought ahead.

The largest corn crop for years is now assured, and with other staple cereals showing large production, we are sure of a large fall trade extending into next year.

Collections are exceptionally good for this season of the year, and altogether we see nothing but the brightest prospects ahead.

Council Bluffs, Iowa.

Empkie-Shugart-Hill Co.: As to the present outlook in this territory, it is the same as has been told for the past several months. We don't know how it could be improved as to the volume of business and the crops, either harvested or safe made, so that the people in the country will be able to pay for what they buy. Fall and winter goods have been moving out in good volume, and all lines have been well represented in the movement of goods.

The drawback is not as to the volume of business being done, but is the exceedingly low or small margin of profit, while on the other hand the cost of doing business is as

large as ever, if not larger. However, just how this can be remedied is one of the conundrums not yet solved. Collections in this part of the country are good.

New York City

Smith & Hemenway Co.: This fall's business is going ahead of any fall that we have ever experienced. Everything indicates that the trade is commanding more and better goods. There are many abuses in the trade, but we cannot suggest remedies for correcting them. On the whole, our business is satisfactory, and the private brands and other obstacles which delay the manufacturer in shipping do not enter into our business large enough to obstruct.

Louisville, Ky.

Belknap Hardware & Mfg. Co.: Trade in this part of the country is flourishing as we believe it is in every other part. There has never been such a demand for goods, and goods that people are waiting to use. There is no evidence of speculative buying, because the situation is felt to be well in hand by the controlling interests, but goods for actual shipment, actual execution of orders, many of them back orders, are the ones we need.

The comparative scarcity of labor is manifest in all branches, and it seems very singular to hear of any movement of the unemployed as in England. It seems hardly credible with such extreme activity here, there should be any excuse for demonstrations of that kind in the mother country. If relief is not afforded in some shape, we shall have to take down the Chinese barrier, and let in such celestials as are on the waiting list to dig ditches, repair our roads and streets, and harvest the Kansas corn crop which nearly always bobs up to illustrate the Scripture parable of "the abundant harvest with a few laborers."

Greensboro, N. C.

Odell Hardware Co.: The outlook for trade this fall in this country is about as hopeful as can be expected. The continued rains have injured the cotton, and there will probably be a considerable shortage in that crop throughout this section. We cut but a small figure in the cotton product of the country, however, but this will affect some of our best farmers. There never has been such a corn crop, though, since the world was made. The tobacco crop has been considerably damaged, and will be pretty short through here.

Manufacturing activities continue healthy. There is such a demand for money that it

makes it high and scarce. All in all, however, we will have a prosperous trade.

The only thing we know to improve the trade is for people to stop playing the fool, and ask decent prices for their goods.

Studying American Hardware

Herman Hommel, a member of the firm of H. Hommel, of Mainz, Germany, has been in America for some three weeks past as a special ambassador from that house for the purpose of studying the present conditions and future possibilities of American Hardware in its relation to the German market. Mr. Hommel, although a young man, has had considerable experience in a business line and has gone about the learning of the task he has in hand, with that very philosophical earnestness which is an inherent part of the German character.

The concern which he represents has connection with branches throughout Germany, and not only sells goods made by others, but is itself engaged in the manufacture of certain lines. It also exports many goods to South America, and is attempting to sell a few of its lines in this country.

Mr. Hommel says that his concern has been buying American Hardware, principally in the line of woodworking tools, for the past twenty years, and he is the first representative of his firm to visit America for the purpose of studying conditions here, which is to be taken as an indication that Germany is beginning to wake up, so far as American Hardware is concerned.

In speaking to a representative of the *HARDWARE DEALERS' MAGAZINE*, Mr. Hommel said:

"While we have been handling American tools for some twenty years, we have not given them the attention that they deserve, and that we intend to give them hereafter. I wish to extend our acquaintance with the American Hardware manufacturers, so that steps may be taken by which we can be of increased benefit to each other. It is not our purpose to make any change in our method of handling American business, but to see in what manner it can be increased.

"American tools are very well liked in Germany, especially those devoted to woodworking. As you are very well aware, the German people are in many ways very conservative in the introduction of new ideas, or new methods of labor. The introduction of new tools is very slow, and attended with many difficulties, because the German mechanic will not make a change until he is entirely convinced that there is a good reason for

doing so, but having once convinced him, he becomes a firm believer in the new machinery or tools and will stick to them tenaciously. There are many concerns engaged in Germany at present in the distribution of American goods. The sale of American machine tools is large, and compliment is paid to these goods by many firms in Germany which imitate these American models and make the same goods in their own factories."

When asked about the general condition in Germany, Mr. Hommel said:

"Business seems to be as thriving in our country as it is here in America. The trouble is that we are so busy that we cannot find goods in sufficient number to fill our orders, some standing over from last October still unfilled. This fine condition of business with us is, as I take it, the result of good labor of long years past, especially in the development of our export trade. The Germans as a people have become sufficiently acclimatized in all parts of the world to regard themselves as permanent fixtures in any of the markets which they have opened. Our young men will learn three or four different languages, and thus equipped will depart for some far-away corner of the world where they spend the rest of their lives in developing and building up the German foreign trade."

Mr. Hommel will be in this country about three months and during that time he will pay a visit to Mexico for the purpose of studying conditions in that section of the country.

Opportunities in France

From information received from France it would seem as though a demand could be created there for scores of articles of American inventive genius and mechanical skill. As an example, the common household refrigerator so universally used in the United States is unknown in France. Only the very wealthy families can afford the expensive refrigerators to be had. It is the same with water filters—the plain people do not use them. Washing machines and clothes wringers, such as are in common use in the United States, are not known.

Swiss Machine Industry

The export of American machines to Switzerland is hardly worthy of mention. This seems to be unfortunate as American residents in Switzerland believe that the machine trade might be of such immense importance if capable firms would take the initiative in an intelligent manner. The only export of the United States worth naming is that of embroidery machines, amounting to \$84,845.

SILVERWARE IN THE HARDWARE TRADE

AN INCREASE OF COST PREDICTED, BECAUSE OF THE HIGHER PRICE OF SILVER BULLION—WHAT SOME OF THE MAKERS HAVE TO SAY—CHANCES IN FOREIGN COUNTRIES.

It is one of the encouraging signs of the times that the modern Hardware store in its present system of renovation and added attractiveness in the way of adornments and furnishings is more and more inclining toward the display and sale of a line of metal goods of finer grades. In other words, the handsome and well equipped Hardware store of to-day is rendered more attractive by the display of fine samples of silverware, plated silver, Britannia metal, pewter, copper, brass and bronze. This is an encouraging sign, and there seems to be no reason in the world why the Hardware store should not handle everything possible in these lines of goods.

The manufacturers of silverware say that the recent advances in the cost of silver bullion will probably necessitate advanced prices in the line of silverware for the coming holiday trade and later. One of these gentlemen is responsible for the following statement as to recent and present conditions:

"Silver has been going up steadily for more than a year, and it is 10 cents higher than it was early last year, being about 67 cents an ounce. Three years ago the manufacturers bought bullion for less than 50 cents an ounce.

"The sterling flatware, comprising knives, forks and spoons, is affected more quickly and to a greater extent than any other kind of articles. That is because on most grades of flatware the cost of labor is light, and the finished products are sold only a little above what is paid for the metal. In hollow-ware, comprising bowls, pitchers and other articles of similar shape, the labor of moulding and ornamentation is a more important item of cost.

"Britannia wares, which are commonly plated with silver, and are sold in competition with other silver alloys and plate, have also been going up, because not only the silver, but other metals, are much higher than formerly. Tin, which is nine-tenths of the alloy, brought in the last week more than 41 cents a pound, while a year ago it sold for 33 cents.

"Antimony and copper, which also enter into the metal mixture, have also advanced.

"Manufacturers are placing higher values in their fall catalogues on clocks made of the bronze cases, which have been displacing to some extent in recent years those of wood or marble. People who buy for holiday gifts metal lamps, smoking and desk sets, candelabra, and hammered and embossed novelties,

will pay more this year than in preceding years, say the men who make and sell these articles."

WHAT THE MAKERS SAY.

These statements were laid before a number of manufacturers of these various lines of goods, who have kindly expressed their views as follows:

From a Manufacturer of Silverware: "The natural inference which would be drawn by any one is that if the price of silver bullion continues to advance, the result would be a tendency on the part of manufacturers to increase their prices in consequence."

From a Manufacturer of Silverware: "We are unable to give any information as to the safety or advisability of present purchases. It is a long standing tradition among manufacturing silversmiths that it is improper to give out in advance notices of a change of prices which involved an advance. Such notice would thwart the purpose of the advance. Advances are not made except they are necessary. If they are necessary, to give notice of them beforehand would simply allow dealers to stock up, and they alone would be gainers; the manufacturer would be right where he was before, with perhaps as many orders as he could fill in months, at prices which he could not afford. Hence, when an announcement of advance in prices by a silversmith is made, the advance is in effect with the announcement."

From a Manufacturer of Silverware: "We understand that silverware, both sterling and plated, in common with most other metal goods, has advanced in price, this advance being rendered necessary by the increased cost of raw material. All raw materials which enter into the manufacture of our goods have advanced materially. That goods will cost more to make for the holiday trade this year than for many years before we do not question, as it seems almost a necessity for every manufacturer to advance the same as a matter of self-protection. In our opinion, the wholesale Hardware trade is doing as much in the silverware and plated line as it ever did, but whether it is doing as much as it should do is a matter not for us to say, but for them. The retail dealer does not seem to be as much interested in lines of sterling silver and silver plate as he used to be, which we regret very much."

From a Manufacturer of Hollow-Ware: "We have had to materially increase the price upon Britannia hollow-ware, not only because of the higher cost of silver, but on account of the

increase in basic metal. We have not as yet put up the price on plated flatware, and hope to be able to avoid it. However, it may become necessary at any time to change prices, at least slightly. Because of these facts there is no doubt that a good many grades of goods will be more expensive for the holidays this year."

From a Manufacturer of Silverware: "We make sterling silver goods. The increased cost of every kind of material, especially sterling silver, the increased cost of labor, and all of the various expenses, has increased the cost of the goods to such an extent that prosperity does not bring increased profits as one would suppose. The prices cannot be raised sufficiently to overbalance the increased cost of everything that is used in the manufacture of jewelry, silver-plated ware, etc."

From a Manufacturer of Silverware: "You are correct in your statement concerning the advance in silverware and the cost of Britannia. We would not care to go into detail in regard to this, but there is a general advance in hollow-ware and flatware."

OPPORTUNITIES IN FOREIGN COUNTRIES.

There are indications that if the manufacturers of the United States of American plated and hollow-ware would make a special effort they might do a much more extensive business than is done at present in foreign countries. For instance, the Brazilian people have taken to such goods with increasing readiness, and the present trade would be far larger than it is if it were not for the high tariff on such goods, the customs imposts running about $1\frac{1}{2}$ cents gold per gram, with from 15 to 30 per cent. ad valorem, part of which is payable in gold exchange, depending upon the quality and class of goods. Last year there was imported about \$150,000 worth of plated ware, classed as such in the customs returns, more or less coming in under other terms. Of this amount Germany furnished about 50 per cent., France about 25 per cent., Great Britain about 12 per cent., and the United States about 9 per cent. Of the total about one-half was entered at Rio de Janeiro.

There is no reason why American plate should not secure a foothold in Brazil. It is in the same position as regards the trade that the products of any other nation are, and there is a general friendliness toward American goods. American goods have not been pushed, however, in this as in most other lines, and if there is to be any American trade, American manufacturers must expect to undertake the difficulties and labor which go with an introductory campaign. As in other lines, there is little done in Brazil in the way of jobbing in such ware, the goods as a rule being sold by the manufacturer to the dealer.

American manufacturers in general must be prepared to extend credit further in the trade of this portion of the world than they do in trade in the United States, both in the matter of time and other terms. Heretofore there has been considerable difficulty on the part of American concerns in establishing a proper basis for credit. In the near future, however, this trouble will probably be obviated by the establishment of a branch of one of the great credit-investigating agencies, preliminary work to that end being now in progress.

In this, as in all other lines of trade in South America, or, indeed, anywhere else abroad, there is need of Americans on the spot to introduce American goods. It is possible that goods can be sold at long distance and that the results will be satisfactory, but the prospect is doubtful; and in view of the fact that European nations have the bulk of South American trade at the present time, that they are prepared to maintain their trade with all the means open to a business strongly established, and that American trade will be established in general only after a hard fight and in the face of the keenest competition, it is only reasonable to expect success in establishing such trade will come only by the use of the best means possible. It is probable that in the plated and hollow-ware trade a trip to Brazil by a good salesman able to speak Portuguese, or at least able to adapt himself to Brazilian conditions, and the establishment of local agencies, will be all that is necessary or all that the trade will stand. But there is trade in South America to be had, trade upon a permanent basis, covering a large and increasing population.

CHANCES IN MEXICO.

Investigations in Mexico in the same direction reveal a possibility of the sale of a great deal of electroplated silverware in all its varieties in that country. The demand does not extend to any special line. All branches of manufactures are represented in more or less variety. German manufactures predominate everywhere, but French articles are also on the market. The Mexican tariff does not discriminate in favor of any one nation. The import duty on goods of this class is fixed at 90 cents United States currency for each 2.20 pounds in weight and up to 22 pounds for each article. Passing this weight, an additional amount is charged at the rate of 25 cents United States currency for every 2.20 pounds, the weight including the inner wrapper on the article, but not the case in which the goods are packed.

American-made stock would sell as readily as any other, or would perhaps have preference owing to more artistic patterns.

THE RIGHT CULTURE OF SALESMEN

HOW CAN A MAN AT THE HOME OFFICE BEST MANAGE THE MEN ON THE ROAD?—SOME VIEWS OF MEN WHO HAVE HAD YEARS OF PRACTICE—THE DUTY OF THE MAN AT HOME AND THE OTHER OUT ON A HUSTLE.

1. *"The handling of salesmen is not an exact science.*
 2. *"Certain general principles may be followed, but after all it is a question of the individual.*
 3. *"I never saw two salesmen just alike and I do not believe any two salesmen should be handled exactly alike if the best results are to be obtained."*
- From a great manager of salesmen.*

How to Handle Salesmen

BY A WESTERN JOBBER.

Regarding the subject of handling salesmen, I will say that it is a problem that we confess we have not been able to solve.

The trouble is, salesmen hear many things on the road regarding prices, quality of goods, make of goods, etc. Some of the things they hear are true and some are not.

A weak-kneed salesman is always asking his competitors about the cost of goods, and will often tell a competitor his cost. These are nuts for the man that is well balanced, because he gets information that as a rule is reliable, and then he stuffs the weak-kneed brother with prices that he hasn't got, and will add: "Your house don't buy right and I don't see how you can sell goods with your cost, etc." Then Mr. Weak Knees comes to the manager with a tale of woe and thinks he is not in the front of the procession, but a trailer.

The salesman with backbone and who attends strictly to the business of getting orders and keeps his own counsel, is the one who gets the orders.

He believes his firm rather than a competitor.

It is a well-known fact that a goodly number of buyers stretch the truth and very often disregard it entirely. They may have bought goods at the price they claim, but not the same size, weight or quality you are offering. They know it, but if they get a weak salesman, they work him and his house suffers.

Salesmen are very exacting of their employers and do not seem to appreciate the fact that a buyer does not make the goods he sells, neither can he avoid strikes, lack of material or some of many other reasons manufacturers give (and sometimes justly) for not making prompt shipments. They will say you don't order soon enough, not caring if the firm has to carry a large stock from three to six months before the customer needs it, but have the goods when you want them.

You may buy 500 dozen of an article and

not have enough if the season is favorable; but if it is an unfavorable season, you have twice enough. However, that makes no difference with the salesman. The risk of a decline on an overstock does not worry him. What he wants is to have plenty. If you have a demand for it, you are all right. If you don't have a demand, the salesman is all right, any way.

A good many salesmen believe they know more than the buyer. They see only one side of the proposition and do not want to see the other side. They want to tell you what to buy (and always buy plenty), what you should pay for it (because So & So are selling for such a price), and what you will have to sell at if you want to get business. They forget that manufacturers have something to say as to what you must pay for goods, and that a good buyer tries to keep on the safe side as to quantity; or that money is worth a reasonable rate of interest, and if you get goods in three or four months sooner than needed, it is adding to the cost every day.

But these little things don't worry the salesmen.

A salesman is always looking out for his customer (as he should), but too often forgets that his employers should also be remembered. He too often forgets about the cost of doing business, and if a dollar is in the balance that legitimately belongs to his firm, but he can turn it to his customer, the customer is the favored one. That makes him solid with his customers, and no doubt he is already solid with his employers.

What if he does reduce his average profits 1 per cent.? He has done the business.

A sales manager should consult with his salesmen, as they are able to give valuable information.

He should treat them in a considerate and gentlemanly manner at all times.

He should see to it that they get a square deal at all times.

A salesman should be courteous and frank with his employers. He should at all times give them facts "unstuffed" (excuse me).

He should not go off half-cocked when he hears of some low price, but keep cool and get the real facts, and nine times out of ten he will have no kick against his firm.

He should not annoy a buyer with reports of low prices or other troubles without first knowing that they are right.

Rumors should not worry him, but put him on the alert to satisfy himself whether the rumor is true or not. Then if he finds the report correct, call the manager's attention to it. If he cannot substantiate it, forget it, as the manager has troubles enough of his own.

The whole subject is covered by the salesmen having implicit confidence in the firm they work for, and the employers having the same confidence in their salesmen. As a rule, we think this mutual confidence prevails.

From a Southern Jobber

By GEO. E. KING, KING HARDWARE CO.

On account of a great pressure of work, we cannot answer your inquiry in detail, but will simply say we try to impress our salesmen with the fact that we are in business to make money and that price-cutting will not help us to reach this end.

We tell them to frankly say to their customers that in the main our prices are as cheap and the goods equal in quality to any house in the country. One thing, perhaps, among many others, that is helping us to increase our business is taking up specialties on which we make a net profit. We do not mind work if we can get a good return for it.

We tell our salesmen that we must have prompt settlement of accounts when bills are due, because that is the only way we can pay our bills promptly. Our basis of pay to road salesmen varies very greatly.

How One Jobber Does It

By A SOUTHERN JOBBER.

One of the most difficult tasks to perform is to try to tell some one how to do something when you do not know how to do it yourself. Therefore the successful manager of salesmen should be a successful salesman himself. Some of the most important things a manager should do is to keep his salesmen thoroughly posted on prices of goods, new goods received and to constantly advise them to push the goods that bear a profit.

We do not believe any salesman will make a success unless he is personally interested in the welfare of his customers. We think it is his duty to work for the interest and advancement of customers as well as his employers. We do not mean by this that he shall sell goods to his customer without any profit for his firm, neither should he abuse

the confidence of his customers by overstocking them with goods he knows they cannot sell. He should advise his customers to keep on hand at all times salable goods. We believe that by taking care of his customer he is doing his best work for his house.

In regard to watching the results of salesmen and keeping up with expenses we have adopted the plan of having salesmen send us report each day (like one enclosed); they also carry expense books. We have a book ruled in which we enter all amounts of expense. We open separate accounts for each route traveled by each salesman and can tell at a glance which routes are paying best. We are enclosing sample sheet of expense book kept in office.

The specimens referred to are as follows:

HARDWARE CO.

SALESMAN'S DAILY REPORT.

..... Salesman.		
Expenses for	190	\$.....
Merchants called on.	Result.	Amount.
.....
.....
.....
		Total,
Remarks	
.....	
Write me	190	at

Cash.	Mileage.	Salesman.	Expense.	Total expense.	Sales
...
...
...

A Leaf of Personal Experience

By A KENTUCKY JOBBER.

My rule has always been to get the very best men we possibly can secure, and then give them some latitude in the sale of our goods. It has been my experience, when we have gotten hold of a traveling man who was inexperienced, or a man of poor judgment, that the best thing to do with him, if he was not amenable to correction, was to get rid of him as quickly as possible.

You know there are a great many traveling men who are thoughtless and listen to everything that is told them by the buyers, and without ever stopping to consider the question, fall into the trap. We have found that this is the cause of more price-cutting than any other thing.

I find in handling salesmen that you must show to them that you have confidence in their ability to handle their trade, and if you feel that they are not capable of handling it without your continually being after them, then you will be in hot water all the time. I think it is very important that the manager should understand personally the conditions that exist in the different territories covered by his men. I have always made it a point to try and do this, and I find where the manager has a personal acquaintance with the trade his work is very much easier in handling his men. I have on several occasions gone over the territory with my men, and I have seen good results from this. It enables the manager to keep in close touch with the trade, and he can often be of very great assistance to the traveling men on account of his personal acquaintance with the trade.

I think that there is a great deal of literature and letter writing that is very burdensome to the traveling man. You take a traveling man working all day long, visiting the trade, and if he is doing any business it will take him until 12 or 1 o'clock at night to write up his orders, and if he is a conscientious worker, he don't enjoy receiving a letter from a manager or any one else complaining of some little trivial thing that has arisen.

I know occasionally we managers are rather prone to complain, but I have always tried to make my complaints in person when the traveling men come into the house. It is lots easier for all concerned, to have these misunderstandings and corrections face to face than through a lot of correspondence. I think the traveling man should be thoroughly posted by the house as to the quality, the adaptability and the price of an article, and he should be *thoroughly* posted along these lines.

I was once a traveling man myself, and I have very kindly feelings for them, and try to make their work as pleasant for them as is possible, for it is a hard job at the best.

The Recent Advance in Shovels

Owing to several advances that have been made in the cost of raw materials, the Ames Shovel & Tool Co. made an advance in the selling rate of their goods on the 18th ult. This applies only to the third and fourth grade goods, which is five per cent. The terms of sale are also changed, making them net thirty days, or one per cent. off, ten days. The constituent companies of the Ames Shovel & Tool Co. have notified the trade of these changes, and are receiving very gratifying expressions, inasmuch as the change has been looked for for some time.

Although the above advance is made entirely independent of the manufacturers outside of the above corporation, it is said that all of them will not only be very glad to make the advance themselves, but are doing so.

The above advance not only applies to the domestic, but also to the export trade. All prices are subject to change without further notice.

The following statement as to the condition in recent times of the shovel trade was made to a representative of the *HARDWARE DEALERS' MAGAZINE* by a gentleman well posted on the subject:

"The present year has been one of unexampled activity with the manufacturers of shovels. With many, the sales have largely exceeded the production. The domestic demand is constantly increasing, showing that the legitimate needs from year to year are growing very much larger than they were a few years ago. Among the jobbers of the country there seems to be a desire to dispose of as many low grade goods as possible, the result of which is that their profits are very much smaller. If they were making an effort to dispose of the higher grades of goods they would not only receive a much larger percentage of profit, but would give more satisfaction to the consumer.

"The export trade is also a growing one, and it is confined very largely to well known brands. In markets where continental goods have heretofore been largely exported, there seems to be a desire on the part of the importers to draw away from the old ideas to buy the cheapest goods they can find, and place their orders with American manufacturers, from whom they get a much higher quality of goods, and are therefore enabled to build up a trade that has not been possible in the past."

Americans Losing Trade.

It seems to be unfortunate that while in iron and steel manufactures, machinery and kindred industries, especially for every description of agricultural machinery and implements, Egypt offers the widest field for expansion; it is precisely in these articles that imports from the United States are most rapidly running down. The American manufacturer apparently will not build machines adapted to the soil and climatic conditions of Egypt and the Soudan; he will not believe that his deep-plowing machines ruin the land by turning up the salty soil below, nor that machines which will do the work claimed for them in America can possibly break down and fail to work at all in Egypt. He will not put in a bit of extra metal

here and there to strengthen parts and give his machine some chance under adverse conditions; he will not "finish" or protect those parts of a machine which the fine sand of the desert can enter so easily and constantly; he will not, as implored, cast his gearings in steel instead of iron of such dubious quality that it has been characterized as "slag"; he will not do much of anything that he is asked to do, but will simply dispatch the goods for which he has been paid in advance just how and when it suits him. This is the opinion of an American who is on the ground and knows all about the Egyptian trade.

Sheffield's United States Trade

There has been in recent years a steady increase of Sheffield's trade in the United States in spite of the tariff. It is said that in every case where gain is shown, it is the result of personal representation in the American market either by an individual whose whole time is devoted to the interests of the firm employing him or by an American firm of established reputation.

After having arranged for representation, managers of Sheffield's large firms make frequent trips to the United States, study the market and its wants, endeavor to produce an article suited to the local needs, and when they have once established a reputation for their product they are particularly careful to see that it is always kept up to the required standard. Some of the Sheffield firms have been represented for more than fifty years by men located in the various large cities of America, sent over here for that purpose alone.

An Opening for Our Goods

O. H. Baker, the American consul in New South Wales, writes that that country offers splendid opportunities for trade in Hardware, machinery, agricultural implements, glass, etc. The introduction of American goods depends very largely on satisfying the merchants that there will not be a rapid change in prices, and that no delays will occur in shipping orders. The usual custom is for the merchant to buy at ninety days sight draft, sometimes with letter of credit attached. There is a general complaint regarding the packing of American goods shipped to New South Wales. Manufacturers, who, from experience have learned that goods packed in light boxes have been broken in shipment, are now using heavier cases, braced on the inside and outside.

The Australian merchant objects to the general carelessness of the American manufacturer in the matter of postage. A great

number of catalogues are destroyed each mail by the postal authorities because postage had not been fully prepaid, the addressee refusing to take them out. Letters cannot be answered in less than eight weeks; therefore American merchants must take care to anticipate possibilities and not wait for little points to arise which would necessitate further correspondence that would require two or three months' time.

Sanitary Supplies and Hardware

Because of the installation of public works and the construction of many business blocks, hotels and private residences in Egypt, a valuable market is being opened for sanitary engineering. At present the bulk of plumbers' supplies come from England, although there are some importations from France. An Ohio firm advertises bath cabinets, for which the demand is good. In household Hardware American enterprise has not come up to its opportunities. Two or three makes of high-grade cooking ranges are kept in stock by local firms, and they have found favor in hotels and restaurants, but the permanent, growing, and profitable market is for oil cooking stoves. A United States manufacturer introduced an excellent oil cooking range, which was retailed at a moderate price. It sprang into immediate popularity and commanded a large sale. Other oil cooking ranges, similar in appearance and offered at a lower price, were soon in the market. They were said to be made in Germany. It has taken time to demonstrate that these ranges are inferior to the American make, but this has happened, and in the future with proper pushing American cooking ranges and portable stoves should be used in much larger numbers.

Household Novelties in Mexico.

Merchants and settlers in Mexico are beginning to ask for the addresses of manufacturers of cooking stoves and utensils, as there appears to be a disposition to gradually discard the primitive and unsatisfactory clay braziers in use in that country. A cheap grade of wood cooking stoves would meet with favor, and there would be a fair demand among the wealthier class for good, medium grade stoves, simple in construction and ornamental in appearance. A four-hole top, medium size oven, with sliding shelf inside, with and without reservoir, height 25 to 30 inches, is preferred, and a limited number of heaters might be sold.

The demand for all kinds of tinware has been great and no doubt the sales could be greatly augmented through persistent advertising, provided the catalogues were printed in Spanish and supplemented by careful canvassing.

AN ORIGINAL BOOM IN HARDWARE

A SERIOUS ANNOUNCEMENT.

A retail Hardwareman of a medium-sized town of Central Michigan is the fond possessor of an 18-year-old daughter who graduated from the high school in June last, and immediately informed her parents that she intended to tackle the world and make it yield her an income.

"There are so many ways in which I could make a good use of cash," she said, "that I am becoming desperate."

"How do you intend to begin?" asked her father, with an amused smile, as he pushed back from the breakfast table.

"I am going down to the store this afternoon," she answered, "and we will figure it out together."

"Sarah! you never would dare," said her timid little mother.

"Wouldn't I? Well, mother, you keep your eyes open for the rest of the summer and see what you will see."

After a luncheon, during which her thoughts were occupied with some deep problem, the young woman made her way to the store.

"Father," she said, "will you please come into the private office a moment? I am going to show you how to make some money."

"All right, daughter," the obedient parent answered. "We need advice of that kind from some one." He winked at a clerk and a customer. They laughed. But Miss Sarah was too much occupied with her thoughts to waste a moment in hearing them.

SARAH ASKS SOME QUESTIONS.

"Please hurry up, my dear," said the father as he entered the inner office. "I am busy today, and you may want to get back to your knitting and croquet."

"It is another sort of knitting I am engaged on just now," the young woman answered. "Please tell me, father, how much do you make on your sales?"

The old man scratched his head for a moment. "That is something of a poser," he said. "There is a dispute on that score. Mr. Neal, of New York, tells me through the *HARDWARE DEALERS' MAGAZINE* that unless I mark my goods to an advance of 30 per cent. above the cost, I am losing money. But no one in this neck o' the woods would dare trifle with fortune in so daring a manner. Let us put it at 15 per cent. Yes, for the purpose of this discussion, if there is to be one, we will say 15 per cent."

"Well and good," was the prompt answer. "Let us say 15 per cent., although I am sure you are making more than that. Now, my

next question is: Do you want to add to your sales and to your profits without increasing your force or adding to your expenses?"

"I am a man, and not a wooden Indian. Of course I do," was the answer.

"Enough to give one-third of your 15 per cent. profit?"

"Not committing myself," said the cautious Michigander, "to anything in advance, I would say on general principles that I would give up to the right parties that 5 per cent."

"All right. Now let us go into executive session," said the young woman, as she arose and shut the door. "Please put your name to that."

She drew a typewritten sheet from her handbag.

The old man read it over. Then he laughed. He read it over again, and whistled. He looked into the eager face of the girl standing beside him. There was no laugh and no whistle there. It was the intent face of one who was very much in earnest.

The father took up his pen. He made a change or so in several words that did not in any way alter the terms of the document. He signed.

She handed him a duplicate. He made the needed changes, and signed that also. Sarah seated herself and affixed her name to both. She handed him one and folded the other and put it in her bag.

"I believe that is all, Mr. Hardwareman," she said, with a formal bow. "You will hear from me in a few days. Good day."

She turned to the door, but whirled about, grabbed the old man about the neck and kissed him twice. "You are an old dear," she whispered and was gone.

The father stood still for a moment, while there gathered a suspicious moisture about his eyes.

PLANNING A CAMPAIGN.

The party of the second part to this contract spent a week at the store. She arrived each morning at nine o'clock and went home at four. She did not stand about and look pretty, but was on the hunt all the time for information. She looked over the stock and found out what she could by observation. She asked questions. She studied the cost and the selling marks. It was noticed that she paid especial attention to household furnishings, to novelties that would be most likely to attract the attention of a woman, and to articles that came under the head of the higher forms of domestic art.

She took few notes, but seemed to be saturating herself with a knowledge of the stock.

She was absent two days at the end of her week, and on her return, took her father again into the inner office.

"I have been looking over the other stores of the town," she said, "and especially the department stores, the drug stores and the jewelry shops. I even took a glance at that other Hardware store up the street, about which you are always complaining. I have made a list of some things that they keep that you do not, or in which they are much better stocked than you are. If I put my plan through, you must brace up and fill up. Please do some ordering right away."

The father examined the list. It was a good one, even from the standpoint of a conservative, old-fashioned Hardware dealer. His respect for his daughter's business judgment began to grow.

"I will attend to it immediately," he meekly said.

THE WOMEN BEGAN TO COME.

A few days passed, and the clerks at the store began to sit up and take notice. Women began to come in who had never been there before. They looked about, asked questions, and in many cases bought goods. Their numbers began to increase as time went on, and the surprising fact was brought out that many of them had not been in a Hardware store more than three or four times in their lives. They were glad to look around, and not a few promised to come in at any time when they needed anything in the way of kitchen utensils or house furnishings. The most of them kept their word, and trade began to increase in a marked degree. Accounts were opened with a full score of householders that had never done business there before. The delivery wagons were often seen on streets that had been to them an unknown piece of residential territory.

Many of the women when they called asked for the proprietor in person, and handed him a neat typewritten note, as follows:

"Dear Father: Please take good care of Mrs. Blank and show her about the store. She has promised to call as a personal favor to myself, and if you treat her well, I am sure you will some time add her name to your list of customers. Your loving daughter,

"Sarah."

A WOMAN BUSINESS MISSIONARY.

Apparently, Sarah had been at work. Her plan was simple enough, and up-to-date, and has proved itself quite effective.

When she had bound her father by a contract to pay her five cents on every dollar paid

into the store for the space of two years by new customers she might secure, she put on her hat and went to work.

She called on all the women she knew, and that her mother knew. She enlisted her schoolmates and girl friends who introduced her to their mothers. She sought out the teachers in her Sunday school, and the members of her church. Then she began a house-to-house canvass of some of the main residential streets, taking in friends and strangers alike. Seldom would she leave a woman until she had accepted a letter of introduction and agreed to make a call at the store. The most of them have kept their word.

She talked artistic Hardware, novelties in metal, late inventions, house furnishing goods; labor-saving appliances in the home; birthday and wedding presents; less cost for better goods—and the text of it all was her father's store.

In a few words, she brought that store to the doors of the homes; she made the women consider it, and go down and see it. Her plan was an original one, and she made it good.

She has made a fine income in the past three or four months, and it is increasing. The father is very willing to pay as promised. "Wait until the Christmas buying commences," Sarah says to him, "and then you will begin to realize what I have done."

United States Farming Machinery

Announcement is made by the National Bureau of Manufactures that American makes of agricultural machinery and tools are daily strengthening their position abroad. Foreign sales in the fiscal year 1906 of mowers and reapers were \$12,150,101; of plows and cultivators, \$4,128,331, and of other implements, \$8,275,995. Argentina proved the largest market, taking \$5,963,714 worth of farm machinery, against \$3,996,476 in 1904. Russia purchased \$3,851,455 worth of American farm machinery in 1906, while France, Germany and Canada each made purchases of over \$2,000,000. Holland trebled her 1904 purchases, making the amount over \$600,000 in 1906. Mexico doubled hers, with nearly a like amount.

The Philippines are beginning to be a factor in this trade, having bought \$115,800 worth of farming implements from the States for 1906, against \$25,000 a year for the two previous years.

Great Britain is making increasing sales of agricultural machinery in South America, the aggregate for the first six months of 1906 having been \$435,000, against \$235,000 for the same period of 1904. European sales also increased in this period from \$1,790,000 to \$2,085,000.

An Expert on Advertising*To the Editor:*

In response to your request, I am pleased to give you a few ideas that occur to me on advertising:

1. What is advertising?

Advertising is the science of public announcement.

2. How can advertising be best made to pay?

I believe that to a great extent this is a matter of individual determination, but on general principles success in advertising is derived from impressing the public with the honest value of your product in as many and as unique ways as possible.

3. What has been your personal experience as to methods and results?

Aside from missionary work by salesmen, our best results have been obtained through the distribution of circulars enclosed with well-written trade letters, and accompanied by unique and attractive souvenirs. We have also found announcements in trade papers beneficial, especially with the introduction of new goods into regular trade channels.

4. What are the easiest ways in which advertising money can be wasted?

Aside from poor copy and failure to follow up properly answers to advertisements, we consider advertising spasmodically one of the easiest ways in which advertising money can be wasted.

5. Has your concern been a persistent advertiser through force of habit or through conviction based on results?

From conviction based on excellent results.

6. If advertising is done at all, what amount of attention should be paid to it?

Advertising is the most important ally of the sales department; next in importance to the sales department is manufacture; advertising, therefore, should receive attention commensurate with its importance.

7. What is your idea as to the best method of following up in order to secure results?

If the amount of business involved warrants it, personal solicitation. Where the amount of business involved will not permit of personal solicitation, well-worded, argumentative letters, accompanied by samples, trade literature, including testimonials, etc. In the event of non-reply, brief and courteous letters referring to previous correspondence until answer of some sort is received, making use of some good card system in this connection. If a new customer is thus not added to the books, the placing of the name and address on a permanent mailing list for the purpose of sending out regular trade announcements,

literature, etc., in the hope of interesting at some later date. Yours truly,

THE PIKE MFG. CO.
Pike, N. H. H. E. Smith.

A Hardwareman in Literature

Arthur Goodrich, author of the story, "The Balance of Power," a novel of American business that is winning no small degree of public mention, is engaged in the manufacture of Hardware.

Mr. Goodrich is the son of Fred Goodrich, president of the Taplin Mfg. Co., of New Britain, Conn., and is himself vice-president of that concern. Mr. Goodrich is a close observer, and as this story shows, is a writer of considerable power, who has had wide experience in business matters. Some of his observations are as unique and interesting as they are pointed which the following extracts will very well illustrate:

"Things go by opposites. Ef ye do things fer other people ye'll respect yourself; ef ye do things fer yerself, other people'll respect you."

"One o' those men thet wants ye to like him more'n 'most anybody else, but is allus afraid thet the other feller'll dislike him ef ye do."

"Doin' yer best ain't any good on earth ef it don't git ye whar ye want to go."

"Ef ye git hot under the collar, take it off."

"Makes me think o' some texts in the Bible: 'He thet loses most wins,' an', 'Make yerself poor an' ye shall be rich,' an' sech like. Seems like, when ye read 'em, thet it's only a step from paradox to Paradise."

"Artistic temp'rament! Lord, I hev *that* ev'ry mornin' in bed."

"Don't git grouchy ef things don't come your way. Ef ye're grouchy ye can't blame 'em."

"So infernally nice to ev'rybody thet ye hev to throw up a cent to make up yer mind whether ye're his best friend er his worst enemy."

"The great American beatitude is: Blessed are the slick, fer they shall inherit the earth."

A Chance for Screen Manufacturers.

Albert Halstead writes from Birmingham that, while the people of England suffer great annoyance from flies, mosquitos and gnats, they have no adequate means for defense. He says that he has yet to see a house in England equipped with window and door screens such as make life endurable in the United States during the summer months. There are a very few mosquito bars, made of cotton netting, such as were so common in America a quarter of a century or so ago, and were later dis-

placed by wire screens. While insects do not remain so long and are not so numerous as in the United States, it seems as if there should be favorable opening there for the sale of wire screens and wire netting. The very general use in England of windows that open outward is an obstacle to the introduction of wire screens, but one that could be overcome by having the screens inside the windows, as is not infrequent in the United States, or by having them open into the room as doors do.

The introduction of wire screens and wire netting into the United Kingdom would not be an easy task. No manufacturer of these articles could secure results by sending over circulars or catalogues, arranging with hardware dealers to "stock" his goods, or by casual attempts to secure trade. Quiet, earnest and persistent work through trained agents would be necessary. Demonstrations of the advantages to follow, and skilful illustrations of the advantages and comfort of a house screened from insect pests, would be required. Advertising attractively worded would be a benefit. The education of the people to the really greater comfort and better health that would follow the use of the wire screens would perhaps be a slow and costly process, but a campaign properly conducted should in the end bring profitable results. The manufacturer of wire screens or wire netting who would capture the British market must have a care that he offers only a screen that is actually rustless, for the dampness of the British climate at all times, except perhaps in July and August, is certain to rust any screen that is not absolutely rustproof. Such a result would be fatal in a country where durability is an imperative requirement in all articles.

An Englishman, in commenting on the above, said:

"For goodness' sake, warn your people not to get excited over that report about fly screens. Mr. Halstead says this country is ripe for an invasion by American fly screen manufacturers, and I am afraid some of your twentieth century Lord Timothy Dexters will believe him.

"The fact is, we don't want your fly screens. We English people haven't so much as a fly apiece. What we have are quiet, well-behaved, and charmingly considerate, and we have no wish to deprive them of the enjoyment they derive from occasional visits to our homes.

"We English need fly screens about as much as Eskimos need artificial ice machines, straw hats, and peekaboo shirtwaists."

A number of Hardware dealers are making a good thing selling automobile supplies.

Cutlery in Central and South America

The Frenchmen are very much disturbed because recent figures have shown that in the last few years cutlery exports from France to Central and South American cities have been steadily diminishing. In any case where an improvement can be shown it has been only in the goods of the highest quality. In Cuba the people buy good quality pocket-knives, fitted with two or three blades and a nail-file. Metal-handled table-knives are the most salable. In razors German and British makes have a virtual monopoly. Tailors' scissors of American pattern are most in demand, owing to the bows being more conveniently shaped than those of European manufacture.

Mexico was formerly a good buyer of French cutlery, but Britain, Germany and the United States are now getting the bulk of the trade. The table cutlery in favor is that with metal handles and curved blades. Knives and forks are invariably sold in pairs. Pocket-knives with two blades and a corkscrew are the most popular. The large-size tailors' scissors are mostly French. Sheffield razors are the favorites, while the United States does the bulk of the business in toilet-clippers. Cutlery for Mexico should be packed in zinc-lined cases, and the goods themselves should be coated with some rust-resisting preparation.

In Guatamala cooks' knives hafted in wood are usually on sale in the shops. Table-knives and forks stamped in one piece of metal are almost universally in use. The better qualities have the handles nickeled or silver-plated.

Generally speaking, the pocket cutlery most salable in the countries covered is of the cheap, but strongly made description. Compactness does not seem to be insisted on, for so long as a knife is serviceable, weight and bulk are not regarded as serious drawbacks.

Alcohol in Paint Manufacture

It is said that the first effect of free alcohol importation into this country will be to supplant the twelve million gallons of wood alcohol which are used annually in America in the manufacture of paints, varnishes, shellacs and other purposes. A very rapid development of the industry of manufacturing chemicals as a result of free alcohol is looked for.

The report comes from Turkey that German and some American Hardware have supplanted British goods in the Don River region around Bostov, although a certain amount is still done in British files, cutlery and kitchen utensils. The sale of firearms and ball cartridges at Bostov is remarkably brisk, the stock of revolvers being cleared off.

The Tale of a Lawn Mower

A New York business man relates the following as a personal experience of the past summer in a small town in New Jersey:

Needing a lawn mower, he hurried to the local store of the village nearest his summer residence, and found Mr. Storekeeper sitting on the veranda of his house smoking a corn-cob pipe and reading his newspaper. After the salutations of the day had been passed the New Yorker said: "I want to buy a lawn mower. Have you any on hand?"

"Yes," was the slow response, "perhaps I have one over there in the store. Bill (to his son), here, take the key and show this gentleman our lawn mower, if we have one. I guess you will find it somewhere in the warehouse, if it ain't been sold since yesterday."

Young William took the key and escorted his customer to the store, and after a long search they found a sole representative of grass cutting machinery under a pile of jute bags in a corner of the warehouse. The New Yorker asked the price.

"I dunno," said Bill, "but we will go over and ask dad."

With that the two left the store, which young William locked behind him, and went to the parental residence, where the question as to the value was asked.

The storekeeper scratched his head and said: "I don't know just what it is worth. Will you be down this way to-morrow? If so I will look her up and tell you all about it."

"You don't seem to me," said the New Yorker with some heat, "to be very anxious to do business with me. If I was running a store here and had a lawn mower for sale and somebody wanted to buy it I'd get a hustle on and try and sell it to him."

"Yes, you New Yorkers don't know nothing but hurry. You hustle and sweat and stomp around like a lot of bobtail bulls in fly time, but I don't know as you have any easier time on earth or are any surer of getting to heaven than we fellows that live lives of calm philosophy. No, I don't much care whether I sell that lawn mower or not, for if I do I'll have to send to Newburg or somewhere else and get another one."

The United States and Canada

It is gratifying to note in regard to the trade between the United States and Canada in the past year that despite the trade barriers set up by the Dominion, the growth of business with this country compared with that of Great Britain is very remarkable.

It is no doubt a fact that whatever may be

done to foster Canadian trade with Great Britain, and however much imperial and patriotic sentiment may desire its increase, many considerations will to a large extent offset any advantages that tariffs, shipping preferences, or other ingeniously devised schemes may give the mother country as against the United States. There is the fact that a few hours at most separate the trading and manufacturing centers of the two countries. A trip from one country to the other is no more regarded by the citizens of either in the light of journey to a foreign country than is a trip from Montreal to Quebec so regarded by a Canadian. Cleveland, Buffalo and Boston are just across the way from Toronto and Montreal. St. Paul and Chicago are nearer Winnipeg than Toronto, and Seattle and San Francisco are closer to Vancouver and Victoria than is Winnipeg. To get goods from Great Britain is a work of months; to get them from across the line that of days only. Goods of United States manufacture suit the Canadian market; those from Great Britain do not always to nearly the same degree, and a little more enterprise and push on the part of American manufacturers would increase their trade wonderfully.

There seems to be a spirit of fairness toward the United States being built up among the Canadian people that is far more powerful than any law. H. D. Van Sant, of Kingston, declares that in some cases the demand for American made Hardware and machinery is so great that dealers who are otherwise inclined, are compelled to keep them in stock. He says: "Machinery, marine engines and tools, farming implements, windmills, boilers and engines, and Hardware of almost every description are mostly American manufacture, and the imports from the United States lead. Considerable quantities of Hardware imported from England have been in reality of American manufacture. A certain amount of sales made in this way is not credited to the total amount of exports of the United States to Canada. I have the authority of a number of Hardware dealers in both western and eastern Ontario for this statement. The higher social circles are intensely loyal to the Empire, and usually make purchases based upon their sentiments; but as a whole they take less interest in the matter of trade and commerce than the leading business men, wholesalers and retailers. The middle and lower classes usually buy where they can get the lowest-priced goods of good quality, and as a result the business man keeps in touch with the wants of his best customers, at the best profit he can make, and almost invariably on account of easy, safe, quick and cheap shipments the demand for

goods of American make and manufacture increases with the population and wealth of the country."

American Gun Markets Abroad

A well-known manufacturer of Firearms, in speaking to a representative of the **HARDWARE DEALERS' MAGAZINE** concerning the possibility of an increase of the export trade in his line, said:

"In our business, which covers single and double barrel guns and small bore rifles, we are certain that goods made for domestic trade do not fully meet the requirements for foreign markets, and while the type of our goods we believe to be satisfactory, the styles should be modified to meet the requirements of at least four different foreign markets, viz.: China and Japan, Australia and South Africa, with which we have attempted to do business.

"We have found it practically impossible to obtain specific information from the New York exporters as to the weights, gauge, length of barrel, finish, style of package, etc., most desirable to attract and hold trade, as well as to the actual cost of the goods laid down in the markets above mentioned, or in other words, what the market will stand for cost laid down, to meet competitors in foreign trade, mostly German in our line.

"The data furnished by government reports is largely statistical, and consular reports are not sufficiently detailed in special lines to be of value, and while the matter of duties and transportation expenses can be obtained with reasonable accuracy, other expenses apparently are in evidence that it is difficult to determine. The questions of money values, customs of the countries as to terms and conditions of purchase and payment, are factors which should be definitely known.

"Our experience is briefly this: we lack detailed information, and the information, to be of value, should come from a person having knowledge of firearms themselves, as well as a knowledge of marketing the same, together with a careful analysis of the conditions of trade in the different markets."

A young New York Hardware man who has made it a practice to go bareheaded whenever possible, either in the city or the country during the past summer, confesses that the habit has its inconveniences.

"For instance," he said, "I went to the theatre alone the other night. I had gone six blocks toward home before remembering that I had left my hat safely tucked away in the rack under my orchestra seat."

Two Classes of Help.

A Hardware merchant of experience says that he divides applicants for positions into two classes, with reference to the questions they ask when seeking positions. One class seeks desired information in the following order:

1. The hours.
2. The pay.
3. The work.

The other class reverses the order as follows:

1. The work.
2. The pay.
3. The hours.

"Not many of the first-class manage to get in," he explains. "Our clocks can run without watching. And if a young man cares more about the time of coming, and especially of going, than about the business itself, there is not much chance in this establishment for his employment. When I was a boy we expected to begin work when the store opened and to quit when it closed—movable hours dependent on the amount of business doing."

Fall Sporting Goods Trade

Said a maker of sporting goods handled by the Hardware trade: "All of the manufacturers of sporting goods have had a very large and increasing business on the baseball line. The fall line does not look so promising, on account of the agitation in regard to the game of football. While this year will be rather experimental with the new rules, we do not think but that the game will be played as usual. In some localities they have discontinued the game and are waiting for results from the new rules. In regard to supply and demand, we think that the supply has been equal to the demand. We do not think there are more manufacturers than the trade demands. We do not depend on trusts for our supply of raw material. Railroad transportation has been better within the last twelve months than ever before. Prices will advance for another season, on account of the advance in raw material."

A Hinge Combine

Word comes from England to the effect that a combination has just been formed of the whole of the hinge makers of Great Britain with the view of putting an end to the severe underselling which exists. A new price list has been issued and has received the assent of all the makers. It is said this will place business upon a more remunerative level than it has been for a number of years. The headquarters of the new organization are at Birmingham.

THE NATIONAL HARDWARE CONVENTIONS

On Tuesday, Wednesday, Thursday and Friday, running from October 16 to 19, the American Hardware Manufacturers' Association and the National Hardware Association will hold their annual sessions at the Marlborough-Blenheim, at Atlantic City, N. J. The experiment has been tried on part of these associations, of holding their stated gatherings elsewhere on occasion, but Atlantic City reclaims them about every second year, as it seems in point of position, hotels and attractiveness to be the most suited for the purposes of these gatherings of any place that can be chosen. The hotel selected for these meetings is one of the finest in the country, and special rates have been given to members and their guests.

Assurances are received from those two head-fonts of information, T. James Fernley, secretary-treasurer of the National Hardware Association, and F. D. Mitchell, secretary-treasurer of the American Hardware Manufacturers' Association, that these gatherings will be the most successful of any that have yet been held. While the programmes for these meetings have not yet been completed, enough has been arranged to show that the three days employed in the consideration of questions interesting the associations and the trade will be full of effective work. That of the American Hardware Manufacturers' Association, so far as it has been prepared, will be as follows:

Tuesday, October 16, 3 p. m., meeting of the Executive Committee of the A. H. M. A.

Wednesday, 17th, 2.30 p. m., executive session, roll call, president's address, minutes of the last meeting, report of the secretary-treasurer, report of the Executive Committee, report of the Membership Committee, communications, unfinished business, new business, announcement of the Nominating Committee by the president.

Friday, October 19, 10 a. m., executive session, reports of committees and discussions, communications, unfinished business, new business, election of officers, adjournment.

Friday, October 19, 3 p. m., meeting of the Executive Committee of the American Hardware Manufacturers' Association.

In speaking of this programme, Mr. Mitchell said: "So far as I know, there will be no papers read at our convention, and we will have but two executive sessions, one on Wednesday afternoon and one on Friday morning, at which latter will occur the election of officers. We have quite a long order of business for these two sessions, and it is believed

that by having only two meetings we will have a full and prompt attendance and cover as much ground as is ordinarily covered in three or four sessions where members do not attend at all or convene promptly.

"At first glance it might appear that this was rather a slim programme, but the fact is we have anticipated a great deal of the work to be done at this convention by correspondence and have crystallized the views expressed in the form of resolutions which are now in the hands of our resolutions committee, who will present them for adoption by the association with a brief statement of existing conditions, which will enable us to secure quick action without a great deal of time spent in discussion.

"The attendance is going to be very much larger than we anticipated. I received this morning the first eighteen return addressed postal cards, giving the names of fifty-four delegates who will attend the convention, and by comparing these with the representation by the same members last year I find that they uniformly have as many or more names, and while these eighteen first received are not a fair index of the probable attendance, other letter advices from members indicate that we will probably have as many as we had at Washington last November, which was about two hundred in excess of any previous meeting."

In behalf of the National Association, Mr. Fernley said: "Up to the present time we have absolute assurances from members of our association to venture the assertion that the convention will be the most successful one we have ever held. The banquet will be given on Friday evening, October 1, and eminent speakers have accepted an invitation to respond to toasts, among them being Hon. E. C. Stokes, governor of New Jersey, and Hon. John E. Watson, member of Congress from Indiana. The latter is said to be without any exception the finest orator in Congress.

"On Thursday evening, October 18, a card party will be given, in charge of Mrs. Geo. W. Trout, of Chicago, and a committee of ladies. A convention of all the dealers of tin plates and metals of the country has been called for Tuesday, October 16, the object being to consider subjects which will be of vital import to metal dealers.

"An invitation was extended to all the dealers of tin plate and metals throughout the country, regardless of membership in the National Hardware Association, although the meeting will be held under the auspices of that association."

Members of the Manufacturers' Association

By the courtesy of F. D. Mitchell, secretary-treasurer of the American Hardware Manufacturers' Association, the **HARDWARE DEALERS' MAGAZINE** is supplied with the following list of members of that association, revised especially by Mr. Mitchell up to Sept. 15, 1906. It requires but a glance at this list to appreciate somewhat the strength, the size and the power of this great organization. The members represent, in their various capacities, not merely an immense aggregation of material wealth, but also the wide variety of goods made for the Hardware trade, the extent of their distribution over the United States, and the character of the concerns which have created and are sustaining this great and important organization.

The American Axe and Tool Co., Inc.	Glassport, Pa.
American Cutlery Co.	Chicago, Ill.
American Fork and Hoe Co.	Cleveland, O.
American Horse Shoe Co.	Phillipsburg, N. J.
American Iron and Steel Mfg. Co.	Lebanon, Pa.
American Screw Co.	Providence, R. I.
American Sheet and Tin Plate Co.	New York City
American Shear and Knife Co.	Hutchinsonville, Conn.
American Shearer Mfg. Co.	Nashua, N. H.
American Steel and Wire Co.	Chicago, Ill.
The American Wringer Co.	New York City
Ames Shovel and Tool Co.	Boston, Mass.
Anniston Cordage Co.	Anniston, Ala.
The Atha Tool Co.	Newark, N. J.
E. C. Atkins & Co., Inc.	Indianapolis, Ind.
Atlantic Screw Works	Hartford, Conn.
Atlantic Stamping Co.	Rochester, N. Y.
Atlanta Steel Hoop Co.	Atlanta, Ga.
The Avery Stamping Co.	Cleveland, O.
G. & H. Barnett Co., Inc.	Philadelphia, Pa.
The Wallace Barnes Co.	Bristol, Conn.
Bæder, Adamson & Co.	Philadelphia, Pa.
Oscar Barnett Foundry Co.	Newark, N. J.
Belfont Iron Works Co.	Ironton, O.
Belding-Hall Mfg. Co.	Chicago, Ill.
Bemis & Call Hardware and Tool Co.	Springfield, Mass.
Berbecker & Rowland Mfg. Co.	Waterville, Conn.
The Berger Mfg. Co.	Canton, O.
Bissell Carpet Sweeper Co.	Grand Rapids, Mich.
George H. Bishop & Co.	Lawrenceburg, Ind.
Bommer Brothers	Brooklyn, N. Y.
Boss Washing Machine Co.	Cincinnati, O.
Boston & Lockport Block Co.	Boston, Mass.
The Bridgeport Chain Co.	Bridgeport, Conn.
The Bronson-Walton Co.	Cleveland, O.
The E. & G. Brooke Iron Co.	Birdsboro, Pa.
Bryden Horse Shoe Co.	Catasauqua, Pa.
Buffalo Bolt Co.	Buffalo, N. Y.
Bullard Automatic Wrench Co.	Providence, R. I.
Caldwell Mfg. Co.	Rochester, N. Y.
Cambridge Steel Co.	Philadelphia, Pa.
Camillus Cutlery Co.	Camillus, N. Y.
Carnegie Steel Co.	Pittsburg, Pa.
Carver File Co.	Philadelphia, Pa.
Cattaraugus Cutlery Co.	Little Valley, N. Y.
Chantrell Tool Co.	Reading, Pa.
The Chapin-Stephens Co.	Pine Meadow, Conn.
The Challenge Cutlery Corp.	Bridgeport, Conn.
John Chatillon & Sons.	New York City
Clayton & Lambert Mfg. Co.	Detroit, Mich.
Cleveland Stone Co.	Cleveland, O.
Cleveland Twist Drill Co.	Cleveland, O.
Clinton Wire Cloth Co.	Clinton, Mass.
The Clyde Cutlery Co.	Clyde, O.
Coldwell Lawn Mower Co.	Newburgh, N. Y.
Colt's Patent Fire Arms Mfg. Co.	Hartford, Conn.
Columbian Hardware Co.	Cleveland, O.
The Continental Tool Co.	Frankfort, N. Y.
Corbin Cabinet Lock Co.	New Britain, Conn.
Corbin Screw Corporation	New Britain, Conn.
P. & F. Corbin	New Britain, Conn.
The Cronk & Carrier Mfg. Co.	Elmira, N. Y.
Crucible Steel Co. of America	Pittsburg, Pa.
The Dana Mfg. Co.	Cincinnati, O.
N. R. Davis & Sons	Assonet, Mass.
Thomas Devlin Mfg. Co.	Philadelphia, Pa.
Diamond Saw & Stamping Works	Buffalo, N. Y.
Henry Diaston & Sons, Inc.	Philadelphia, Pa.
Domestic Sewing Machine Co.	Newark, N. J.
The Dover Manufacturing Co.	Canal Dover, O.
S. R. Droebscher	New York City
E. I. Du Pont Company	Wilmington, Del.
Dwight Divine & Son	Ellenville, N. Y.
Eagle Lock Co.	New York City
The Empire Knife Co.	West Winsted, Conn.
Enterprise Manufacturing Co. of Pa.	Philadelphia, Pa.
Evansville Tool Works	Evansville, Ind.
Excelsior Steel Furnace Co.	Chicago, Ill.
The Ferroteel Co.	Cleveland, O.
The Findlay Axe & Tool Co.	Findlay, O.
E. T. Fraim	Lancaster, Pa.
Frictionless Metal Co.	Richmond, Va.
Garland Nut and Rivet Co.	Pittsburg, Pa.
Goodell Company	Antrim, N. H.
Goodell-Pratt Company	Greenfield, Mass.
Grafton Stone Company	Elyria, O.
Graham Nut Co.	Pittsburg, Pa.
Graham-Phillips H. S. & I. Co.	Cincinnati, O.
The Griffin Mfg. Co.	Erie, Pa.
H. C. Tack Co.	Cleveland, O.
The Hamilton Rifle Co.	Plymouth, Mich.
Harrington & Richardson Arms Co.	Worcester, Mass.
Hart & Cooley Co.	New Britain, Conn.
Heller Brothers Co.	Newark, N. J.
Hero Fruit Jar Co.	Philadelphia, Pa.
Hopkins & Allen Arms Co.	Norwich, Conn.
Hoyt Metal Company	St. Louis, Mo.
Humason & Beckley Mfg. Co.	New Britain, Conn.
The Hurwood Mfg. Co.	Bridgeport, Conn.
Hussey-Binns Shovel Co.	Pittsburg, Pa.
The Hunter Arms Co.	Fulton, N. Y.
Iron City Tool Works, Ltd.	Pittsburg, Pa.
The Irwin Auger Bit Co.	Wilmington, O.
Iver Johnson's Arms & Cycle Wks.	Fitchburg, Mass.
Jones & Laughlin Steel Co.	Pittsburg, Pa.
Kampfe Bros.	New York City
Keasbey & Mattison Co.	Ambler, Pa.
Kelly Axe Mfg. Co.	Charleston, W. Va.
Keuffel & Esser Co.	New York City
The Kilbourne & Jacobs Mfg. Co.	Columbus, O.
The Kirk-Latty Co.	Cleveland, O.
The Klein-Logan Co.	Pittsburg, Pa.
George W. Korn Razor Mfg. Co.	Little Valley, N. Y.
Lake Erie Iron Co.	Cleveland, O.
Lalance & Grosjean Mfg. Co.	New York City
Iamson & Goodnow Mfg. Co.	Shelburne Falls, Mass.
The Lamson & Sessions Co.	Cleveland, O.
Landers, Frary & Clark	New Britain, Conn.
Lawson Mfg. Co.	Chicago, Ill.
Liveright Brothers	Philadelphia, Pa.
The Lockwood Mfg. Co.	So. Norwalk, Conn.
Lovell Manufacturing Co.	Erie, Pa.
Ludlow-Saylor Wire Co.	St. Louis, Mo.
The Lufkin Rule Co.	Saginaw, Mich.
The Lukenheimer Co.	Cincinnati, O.
Mack & Company	Rochester, N. Y.
James H. Mann	Lewiston, Pa.
Mann Edge Tool Co.	Lewiston, Pa.
Manning, Bowman & Co.	Meriden, Conn.
The David Maydole Hammer Co.	Norwich, N. Y.
H. H. Mayhew Co.	Shelburne Falls, Mass.
Meriden Cutlery Co.	Meriden, Conn.
The Fred. J. Meyers Mfg. Co.	Hamilton, O.
The Miller Bros. Cutlery Co.	Meriden, Conn.
Miller Lock Co.	Philadelphia, Pa.
Millers Falls Co.	New York City
Charles Morrill	New York City
The McCabe Hanger Co.	New York City
McCaffrey File Co.	Philadelphia, Pa.
McKinney Mfg. Co.	Allegheny, Pa.
National-Acme Mfg. Co.	Cleveland, O.
National Brass Iron Works	Reading, Pa.
National Cutlery Co.	Detroit, Mich.
National Enameling & Stamping Co.	New York City
National Screw and Tack Co.	Cleveland, O.
National Sewing Machine Co.	Belvidere, Ill.
National Supply Co.	Baltimore, Md.
Neverslip Mfg. Co.	New Brunswick, N. J.
New Jersey Wire Cloth Co.	Trenton, N. J.
New York Knife Co.	Walden, N. Y.
New York Leather Belting Co.	New York City
Niagara Machine & Tool Works	Buffalo, N. Y.
Nicholson File Co.	Providence, R. I.

Nixdorff-Krein Mfg. Co.	St. Louis, Mo.
North Brothers Mfg. Co.	Philadelphia, Pa.
North & Judd Mfg. Co.	New Britain, Conn.
Norton Tool Co.	Cleveland, O.
Norwalk Lock Company	So. Norwalk, Conn.
Ohio Tool Co.	Columbus, O.
Oliver Iron and Steel Co.	Pittsburg, Pa.
Oneida Community, Ltd.	Oneida, N. Y.
Owosso Mfg. Co.	Owosso, Mich.
The Charles Parker Co.	Meriden, Conn.
The Peters Cartridge Co.	Cincinnati, O.
Philadelphia Lawn Mower Co.	Philadelphia, Pa.
Phoenix Horse Shoe Co.	Poughkeepsie, N. Y.
The Pike Mfg. Co.	Pike, N. H.
Pittsburg Screw & Bolt Co.	Pittsburg, Pa.
Pittsburg Steel Co.	Pittsburg, Pa.
Fayette R. Plumb, Inc.	Philadelphia, Pa.
Potter Manufacturing Co.	Geneva, O.
The Pullman Mfg. Co.	Rochester, N. Y.
Reading Hardware Co.	Reading, Pa.
Remington Arms Co.	New York City
Republic Iron and Steel Co.	Chicago, Ill.
Reynolds Wire Co.	Dixon, Ill.
Richmond Cedar Works	Richmond, Va.
J. A. Roebling's Sons Co.	New York City
Rome Manufacturing Co.	Rome, N. Y.
Romer Axe Co.	Dunkirk, N. Y.
The Russell Jennings Mfg. Co.	Deep River, Conn.
Safety Door Hanger Co.	Ashland, O.
Savage Arms Co.	Utica, N. Y.
Seneca Chain Co.	Kent, O.
The Wm. Schollhorn Co.	New Haven, Conn.
O. P. Schriver & Co.	Cincinnati, O.
Sharon Steel Hoop Co.	Sharon, Pa.
Simonds Manufacturing Co.	Fitchburg, Mass.
Sligo Iron & Steel Co.	Pittsburg, Pa.
The H. D. Smith & Co.	Plantsville, Conn.
Southern Plow Co.	Columbus, Ga.
Standard Chain Co.	Pittsburg, Pa.
Standard Horse Nail Co.	New Brighton, Pa.
Standard Horse Shoe Co.	Boston, Mass.
Stanley Rule and Level Co.	New Britain, Conn.
Standard Tool Co.	Cleveland, O.
The Stanley Works	New Britain, Conn.
J. Stevens Arms & Tool Co.	Chicopee Falls, Mass.
St. Louis Shovel Co.	St. Louis, Mo.
C. C. & E. P. Townsend	New Brighton, Pa.
Tubular Rivet and Stud Co.	Boston, Mass.
The Upon Nut Co.	Cleveland, O.
U. S. Hame Co.	Buffalo, N. Y.
Union Metallic Cartridge Co.	New York City
Union Manufacturing Co.	New Britain, Conn.
United States Cartridge Co.	Lowell, Mass.
United States Hoe and Tool Co.	Columbus, O.
United States Horse Shoe Co.	Eric, Pa.
United States Stamping Co.	Moundsville, W. Va.
Wm. Vogel & Bros.	Brooklyn, N. Y.
Wabash Screen Door Co.	Chicago, Ill.
The Walden Knife Co.	Walden, N. Y.
Wallingford Mfg. Co.	Wallingford, Vt.
Warren Axe and Tool Co.	Warren, Pa.
J. D. Warren Manufacturing Co.	Chicago, Ill.
Ward-Dickey Steel Co.	Indiana Harbor, Ind.
Warwood Tool Co.	Wheeling, W. Va.
L. & I. J. White Co.	Buffalo, N. Y.
White Mountain Freezer Co.	Nashua, N. H.
R. W. Whitehurst Co.	Norfolk, Va.
Whitman & Barnes Mfg. Co.	Chicago, Ill.
The Williams Bros. Mfg. Co.	Glastonbury, Conn.
Samuel Winslow Skate Mfg. Co.	Worcester, Mass.
The Wood Shovel and Tool Co.	Piqua, O.
Wright Wire Co.	Worcester, Mass.
The Wyoming Shovel Works	Wyoming, Pa.
Yale & Towne Mfg. Co.	New York City

HONORARY MEMBERS.

Irby Bennett	Nashville, Tenn.
George H. Sargent	New York City

Skates for the Holidays

Irving A. Sibley, South Bend, Ind.: We have felt some increase in the demand for roller skates through the introduction of hockey as a sport and the revival of roller skating. Ice skates make suitable Christmas gifts for children and sell better just before the holidays than at any other time. The children use roller skates on the streets here somewhat, and buy for that purpose the cheaper grades. We do not sell many high-priced roller skates for the reason that the rinks buy such skates from some manufacturers at jobbers' and dealers' prices, and the rinks are about the only purchasers here of high-priced roller skates.

United States and Haiti

More than two-thirds in value of Haiti's importations come from the United States. In hardware England has a slight advantage, but the American trade in this direction is increasing annually. One of the principal articles in this line is zinc roofing. Nearly all the houses are covered with it. England has at present the command, for the reason, it is stated, that it is better than the American article

A Brief Service

A Chambers street Hardware office engaged the services of a small boy, who was directed to begin his salaried career on Monday morning. He was sent on several errands, was set to copying letters, and pasted stamps on the backs of the outgoing letters.

One Wednesday night he showed up in the manager's office. "Youse better get another boy," he said. "I'm going to quit on Saturday night."

"What's the matter?"

"This work is too wearing on me mind."

He Made the Changes

Complain is sometimes made that American manufacturers will not make changes in patterns, etc., in order to meet special foreign demand. On the other hand, the following incident shows how an American machinery agent secured an order in Japan. It was a question of some lathes for a large factory which was being started. They were required of a certain size. The agent for the British firm said: "That is three inches longer than they are made, and we can make no alteration." The American said: "I will make them to any size you like." The American secured the order.

Brazil is bidding for foreign trade. It has proclaimed a reduction of twenty per cent. tariff duty on certain lines, among which are refrigerators, scales, windmills, varnishes and watches and clocks.

Carelessness as to expenses, and a faint-heartedness as to collections, have ruined more merchants than hard times, panics and competition combined.

Wants Cash Business Discussion.

We have used an inventory binder with paper ruled similarly to the sample on page 259 in the August issue, but having it loose leaf style we can divide it among ourselves and make better time. We think the writer is all right in everything but depreciation item, and I would not agree with him in that, as we inventory everything at cost price, and tools, etc., which would depreciate in value, if anything does, we consider worth cost price as long as we use them; they at least take the place and fill the bill the same as new ones or we discard them.

We think he hit the nail on the head when he talks about overbuying, and I think the average Hardware man, as well as all business men, try to do too much business and skin the profit, trusting to chance to make it up on other goods. The result is that there are too many lines handled on nail and wire profits.

The writer of the article says the credit business has its bright side, and I suppose he means it is like everything else having two sides. One looks at the disagreeable side more often than the other. It seems to show up more vividly.

We have been taking your Magazine several years and have found a great deal of information in it, even outside of the reading section.

If there is anything that I would like to see discussed it is the relation of a cash (spot cash) business to catalogue house competition. It has always seemed to me that a CASH business was the real solution of the question.

M. HOSTERMAN & SON.

Dealers Need to Have Their Eyes Opened

The "Business Arithmetic" article in a recent issue is particularly interesting and may well be called a leader. The author has covered the ground so thoroughly and made his points so clear that the reader is compelled to think seriously on a subject that we are prone to try to forget.

The trouble is that the dealer who most needs to have his eyes opened by knowing the real cost of doing business is the one who "can't afford to take a trade paper," and so goes on cutting prices till he is "cut out" himself, and another, with some new blood to lose, takes his place. The question of inventory should not be a question at all. It should be a matter of course, and the manner of taking it is not so important as being sure that it is taken.

Personally, I like best to have the clerks begin counting up the small items in their departments, about the middle of January for February 1 dating, and then have it all taken

down in a blank book by one person. It can be done nearly as quickly that way as with the loose leaf, and there is less tendency to overlook items between departments where the boundaries are not well defined.

GILES HUNTER.

Orders Small Quantities Frequently

The "Business Arithmetic" is surely as near correct as possible, and I concur with the writer. An inventory I take once every year and also keep a daily record of cash sales, credit sales, expenses, cash on hand, each evening cash in bank, total cash and balance each day, so that I know where I am at the close of the day.

I order often and in small quantities and do not carry a large stock; 5 and 10 per cent. discount on large orders I consider that you would be the loser in the long run. Each and every one should keep an order book and post up on article short.

J. G. CANNON.

Finds It Difficult to Make a Good Profit.

The writer is engaged in business in a city of about 17,000 population. I am carrying a stock of about \$8,000. I have been in business some twenty years. I have worked some twelve years at the tinner's trade besides, and I will state that if I undertook to charge anything like 40 per cent. profit I could not get it. I find that the delivery system, telephones and wages cut our profit to a great extent, wages alone having advanced about 25 per cent. The hours of labor in addition have been reduced 10 per cent. I know of nobody in this locality having made any great amount of money strictly through the Hardware business. Some made good investments in real estate and are all right. I can't see at all how this business with a shop can be carried on on a strict cash basis. Right here I will say that the small charges are the most troublesome and the heaviest losers. I have always made it a practice to discount all bills, even if I had to borrow the money. I pay all bills from the face of the invoice. It would appear to me from personal observation that the expenses of Hardware and house furnishing goods in my own family are about the least, as compared with shoes, clothing, meats and provisions. This may partly explain our condition. I find the grangers and local competition the most offensive. I think your "Business Arithmetic" is very good. But you cannot draw blood from a turnip, and as long as we have to do the breakwater act between manufacturers and jobbers on one side and the consumer on the other, and until we consolidate wherever possible, there will not be much improvement.

CHRISTIAN SCHLENKER.

DOES IT PAY TO PUSH CHEAP GOODS?

LARGE PROPORTION OF DEALERS UNFAVORABLE TO SUCH
SALES—REPUTATION FOR SELLING HIGH-GRADE GOODS
DESIRABLE—CHEAP GOODS SHOULD NOT BE RECOMMENDED.

"Does It Pay to Push a Cheap Quality of Goods Against Competition?"

The above question was put to 375 representative retail Hardware dealers. That they are not all of one mind is clearly shown by a perusal of the letters that follow. The majority, or 280 against 95, reported an emphatic "no" to the question. There are excellent ideas in the following letters:

No, it does not pay to push them, but it pays to have a sample line of such in order to sell the better grade goods by.

HARDWARE SUPPLY Co.,
A. M. GAULT, Mgr.

No. Sell a good article on its merits and let your fellow sufferer get rich on the junk if the people want that kind of stuff.

HOYT HARDWARE Co.

Use Cheap Article to Show Lack of Quality

To this question we would say, no. To have a cheap article at times on the floor to show and demonstrate to a prospective buyer the difference in the quality and make up of it and an article of higher price is all right, but to push the sale of a cheap article is in our opinion the wrong thing altogether for a first-class Hardware man to do.

STRAUCH BROS. & Co.

Cheap Goods Do Not Give Satisfaction

No, we do not believe it pays to push a cheap quality of goods. Our experience has been that cheap goods do not give satisfaction, and that the average consumer expects as much in a cheap article as in a better one. However, we believe it good policy to have the cheap quality of goods on hand to sell a customer in case he will not buy the better.

F. BRIGGS & SONS.

An enduring business rarely is built on price at a sacrifice of quality. Our experience is that it decidedly does not pay to push or handle a cheap quality of goods.

ACER & WHEDON.

Price is the Main Topic

We thoroughly believe it not only pays, but is necessary for Greek to meet Greek; if you

have a low-price competition it is quite necessary to meet it, and to do so you must have the cheaper quality of goods. It is our belief that the soul of the retail merchant is of necessity made of stone, in other words, unfeeling. We feel it is not what we would like to sell, but what our customers demand.

As time goes on, it appeals to us, price is the main topic; not but what as good salesmen we can sell quality in a good many cases, but because of low-price competition, but we believe that the instances are so many which counteract the better state of business, that it is quite necessary to have the cheaper quality of goods, and thereby make a fair profit, rather than to have the higher quality of goods, and still have them on hand. We will eagerly look forward to what the composite views will be from your numerous subscribers.

JOHNSON & WILLIAMS.

We do not think it pays to push a cheap quality of goods against low-priced competition. We prefer to have a reputation of handling high-grade goods at reasonable prices.

FRANK A. BARE.

Hammer Hard on Quality

It has never been our policy to follow up anyone's price on any given line, unless it might be on the same article, and we are even then reluctant to do so.

I would advise my Hardware friends to sell as little of the cheap material of any kind as possible, but to hammer hard and constantly on quality, and specialize on different items at different times by either having sales days or by straight newspaper advertising.

Summing up, we believe that most people pay entirely too much attention to their competitors, and thereby only advertise them, and do them good instead of harm. The bugbear evil of the catalogue house is one of the things that we never allude to. They are never mentioned in our place from one year's end to another.

SCHOEDINGER, FEARN & Co.

If you have sufficient capital it pays to carry them for an ad., to get a reputation of keeping what is called for.

DOES A FIVE AND TEN CENT COUNTER PAY?

A QUESTION WHICH MANY HARDWARE MERCHANTS
ARE TRYING TO SOLVE—WOULD IT HAVE A TENDENCY TO
BRING ADDITIONAL BUSINESS, OR WOULD IT DIVERT
TRADE?—SOME PRACTICAL COMMENTS.

Does a 5 and 10c. Counter Pay?

"Does it pay to have a 5 and 10-cent counter in a Hardware store?" was the question propounded to several hundred Hardware merchants. Some of the stores are located in cities and others in country towns. Out of every hundred, 25 said such a plan was practical in small towns; 21 said "No;" 35 were positive such counters would pay, and 19 said they had never tried the plan. There is certainly a divergence of opinions.

The experiences of some merchants who have tried the plan will be of interest. In most instances their remarks are brief and to the point. Every one is from a practical Hardware concern.

Yes. Only keep at watch that your "light-fingered" customers don't absorb the profits.

While I have no 5 and 10-cent counter, owing to lack of room, I surely should have one if I could, because I think they are trade-winners.

We have had no experience with a 5 and 10-cent counter in our store, but we aim to show as many of the small items with prices on same as our space will allow.

I believe it does. But as we have not the room for one cannot speak from experience.

Yes, we believe it does. We have had a 5 and 10-cent counter in our store for some time, and believe it draws some people to our store that otherwise would not come. We have it in a place where people pass by it going out and coming into our store, and often times they see something on this counter that they had forgotten. In this way we sell some goods that we otherwise might not have sold.

F. BRIGGS.

A 5 and 10-cent counter pays well if placed in the store where persons passing in and out can see the goods.

W. R. GREEN.

We certainly approve of a 5 and 10-cent counter. We have tried with and without and find that with, not only sells 5 and 10-cent goods, on which of course the profit is only fair, although in some cases the profit is good,

but it appeals to us that as soon as certain customers look around we have a chance to sell them something else upon which there is some profit.

As to whether a 5 and 10-cent counter would pay could only be judged by location, class of customers and competition along that line. Here it would not pay as one big 5 and 10-cent store virtually controls the trade along that line.

LEONARD HARDWARE CO.

It does not pay to keep a 5 and 10-cent counter exclusively, as, when customers are in need of any article in the 5 and 10-cent line they usually look for the same first at the 5 and 10-cent store. It does pay, however, to have a counter with 5 and 10-cent goods, with higher priced articles also.

WATERMAN HARDWARE CO.

It would pay to put in a 5 and 10-cent counter if you had room and the suitable help to run the same. Such a counter should be attended to by girls.

I have this kind of counter during January and February each year. It liven's up the dull months and brings the ladies into your store when they see other goods and if they do not want to buy them they will come some other time. I do not keep this kind of counter all the time for fear my store will be known as a "racket" store. I try as much as possible to sell good goods.

R. W. BOLENBAUGH.

It pays to keep a 5 and 10-cent counter in large places where you have to compete with the department store or where you have a certain class of people who are looking for a cheap class of goods. It pays to have a small line of these goods on your shelf because you can sometimes make a better profit off of this class of goods than on the higher quality.

G. H. BLATTNER.

Have never tried 5 and 10-cent counter, but am seriously thinking of putting them in, as I think it will help to sell better goods.

Don't know; I'm just now establishing one in my store, think it will do good.

It pays to keep a 5 and 10-cent counter when located in a town of 2,000 or 3,000 population.

Yes, but for lack of room I only use it occasionally to close out some lines.

In a small town, yes. In a large town, no.

Yes, to dispose of odds and ends.

We think it advisable, although don't derive a great profit directly, trade comes to store that would go elsewhere.

We think not in a well-conducted Hardware store, and one especially situated in the heart of the city and where syndicate 5 and 10-cent stores are established.

If a man wants to starve to death put one in a good store and lose a \$50 sale waiting on some 5-cent customer.

It does not unless you handle novelties.

No. It does not pay to cater to that class of trade, besides it gives the appearance of a cheap or racket store.

We are in a small town of 1,200 and do not keep a 5 and 10-cent counter. We occasionally stock a window with such goods and advertise them for a few days, then take them out and put them with the stock, lest they get stale.

We don't think there is any money in having a 5 and 10-cent counter in a Hardware store. They take up too much valuable time for the amount of profit there is in them. We believe in letting the 5 and 10-cent stores have this business and cater to larger business.

We have a small one, but don't talk it much; show better goods from it.

Don't like 5 and 10-cent counters. Most of the bargains are easily picked out by customers, and you are obliged to place on 10-cent counter goods that easily sell at 15 to 20 cents off shelves. This counter requires lots of attention. W. D. VOORHEES.

A Decided No.

We would positively say no. To put in such a counter one would have to put on same articles of a cheap kind and make and of cheap material, and in our business where we have a tin shop in connection with our store

there would be no end to repairing such articles, which would have to be done gratis.

STRAUCH BROS. CO.

Has Another Arrangement Which Sells the Goods

We do not think it pays to keep a 5 and 10-cent counter, for the reason that you will buy many goods to sell at these prices which are not salable and are left on your hands. Besides 5 and 10-cent goods are left on the counters until you and your customers get tired of seeing them. We would rather use small tables, buying goods which you know there is a demand for, arrange them nicely, put a ticket with a reasonable price on each article, keep your stock fresh and clean and change at least every week. We believe this will sell more goods and bring a better profit than a 5 and 10-cent counter, and you will have less dead stock when you take your inventory. W. E. WEBSTER.

Getting Essays on "Home Patronage"

A Hardware dealer in Iowa offered a \$10 prize for the person writing the best short essay on "How to Promote Home Patronage." The following are parts of the essay winning the prize: "Let the farmer know that you have his interest at heart, and wouldn't knowingly sell him anything of poor quality. The farmer does not object to a fair profit, but the mail order men have constantly impressed on his mind that the home merchant is a robber and a villain, until the farmer almost believes it. If he talks of sending away, say 'all right I'll take the order on the same terms, pay me the money in advance and give me two weeks' time to send to the factory for it, paying the freight, shut your eyes and take what comes.' The farmer will say that he couldn't think of dealing that way, and then you have got him 'on the hip,' for that is exactly the way in which he deals with the retail mail order houses."

Secretary M. S. Mathews, Minneapolis, Minn., makes a statement of the condition of business of the Retail Hardware Mutual Fire Insurance Co., of Minnesota. There was a total insurance in force on August 31 of \$3,925,200, showing a substantial increase during 1906. The ratio of losses to premiums was 28 per cent. and of expense to premiums was 13 per cent. The company have a cash balance of \$82,335.

None of the new ways for doing business and getting it amount to much if you don't have what people want to buy and have it when they want to buy it.

"Asbestos" Sad Iron Advertising Contest

The Dover Mfg. Co., Canal Dover, O., have entered upon a very heavy campaign of national advertising, with the specific object of

play matter free of charge to all dealers making window displays. Dealers desiring to enter this contest should communicate with them at once, filling out an application blank. Prefer-

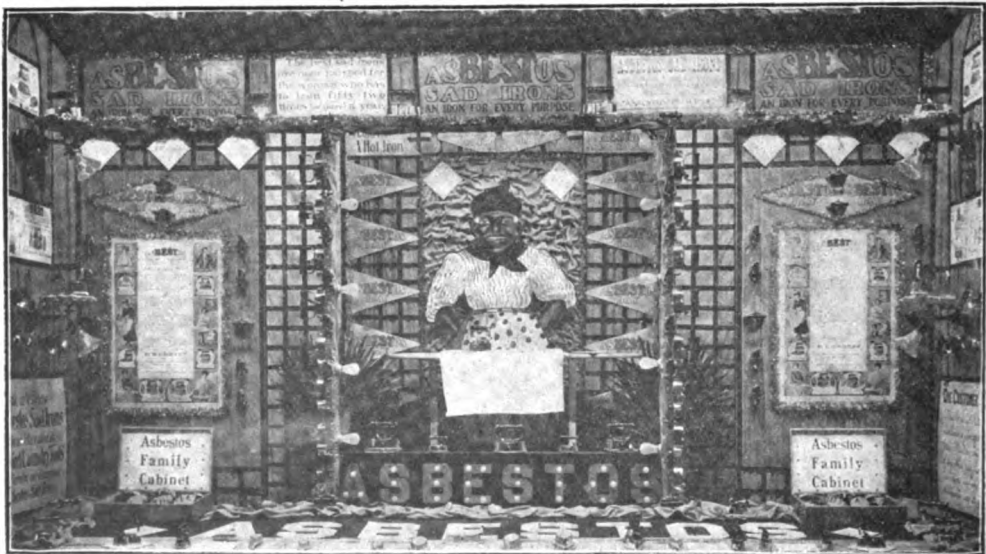


FIRST PRIZE, CLASS B, BY ALMY, BIGELOW & WASHBURN, SALEM, MASS.

This was the most elaborate display in the 1905 contest.

creating a demand on the retail merchants for Asbestos Sad Irons, but they wish the merchants to do local advertising and thus com-

ence in awarding prizes will be given to dealers who display the most styles of their Sad Irons, other things being equal. Photographs



FIRST PRIZE, CLASS A, BY HONEYMAN HARDWARE CO., PORTLAND, ORE.

plete the circuit. In co-operating along this line the company furnish a lot of window dis-

must not be smaller than 5 by 7 inches. and must reach the company not later than Janu-

ary 1 next. The concern offer to pay the cost of one photograph for each display, not to exceed \$1. A written description of the display should accompany each photograph, which will assist the judges in making proper allowance for defects in photos. In making awards the judges will take into consideration such advertisements of Asbestos Sad Irons as may accompany the photo. Of two photos having equal merit the judges will decide in favor of the one accompanied by the best advertisements. An ad. calling attention to the win-

nection we present several of the prize-winning window displays in the 1905 contest.

The company are to be commended for this practical demonstration of their interest in the dealers' sales. While a growing number of Hardware merchants are realizing more and more each month the importance of good window displays, there are yet far too many who do not give this matter the serious and practical consideration it merits. If the ought-to-be customers see your window untidy and unattractive, are they doing you an injustice in



FIRST PRIZE, CLASS C, BY RICE & RICE, ROSEBURG, ORE.

dow displays will tend to greatly increase local interest. No obligation is involved in making application to enter the contest. The prize money will be awarded as soon after January 1, 1907, as possible. The sixty-two prizes will be divided into Classes A, B and C. Class A is for dealers in cities of 40,000 and over. Class B in cities of between 40,000 and 10,000, and Class C applies to cities of 10,000 population and less. In class A the prizes range from \$15 to \$100; in Class B from \$10 to \$75, and in Class C from \$5 to \$50. In this con-

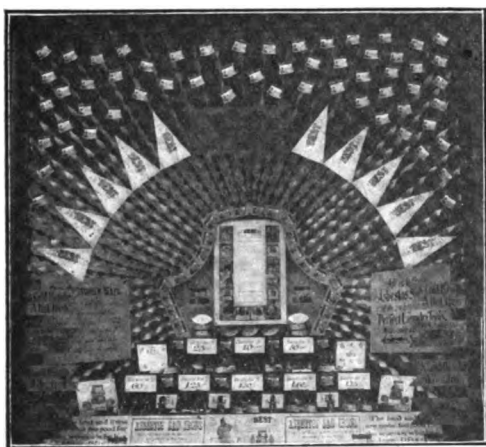
at once forming the conclusion that the store inside is on the same order? Clean up the window, get good displays in it once a week or at least once during each month and note the difference.

The Diamond Saw & Stamping Works, Buffalo, N. Y., in a circular announce that their policy is to sell through the dealer only and at a fixed resale price. They believe such a policy should command the support of every reputable house handling machinists' tools.

Show Windows Bring More Results

Our show windows bring us in more results than any other form of advertising. We run a modest ad. about two weeks in our paper, then use from one to three locals calling attention to some special articles in season. Then twice a year we try to make a clean-up of stuff that does not move by getting out a cut-sale folder and mailing it to all the farmers—but if you allowed us but one mode of advertising we would take our show window and change it often.

HARRIMAN & VANDER HIDEN.



SECOND PRIZE, CLASS A, BY WEAVER, PALMER & RICHMOND, ROCHESTER, N. Y.

Do Not Pay

Show window displays in small towns are but little benefit. I keep my windows and goods in the windows and store neat and clean. I don't try to make a display, or an attractive display of them; in larger towns and cities show windows are the best kind of advertisement they can put out, but where the people don't come to us we have got to go to them and tell them what we have.

H. A. JONS.

Show Window Eye to Store

"Do show window displays pay in small towns?" We say yes, emphatically so. The show window is the eye to the store, so to speak; and should be kept bright and attractive with seasonable displays of goods. They represent the cheapest form of advertising, and the space costs nothing. The 5 and 10-cent stores rely on them exclusively to draw trade into their places, and they get the business. We make our advertising and window dis-

plays work together, and in this way achieve the best results.

THE WALTER HARDWARE CO.

By A. W. WALTER.

Window Displays Essential in Small Towns

Do we consider window displays profitable in small towns? Well, yes, emphatically yes, more essential in small towns than large ones. Make your display to attract, so it will be talked about. Experience teaches us that the best results are obtained from some mechanical effect. An engine made from Hardware out of stock, a steamboat or any of the many designs given from time to time in the *HARDWARE DEALERS' (friend) MAGAZINE*. I think one of the cheapest and most attractive, most talked of display we ever put up was during the fishing season last spring. We had a mechanical negro head, one of those fellows that rolls his eyes from side to side. We placed this on a boy's size clothing form, over this we drew a common blue blouse and overalls; the arms of blouse were stuffed with straw and stiffened with wire. We placed him in the center of the window and fastened a small fish pole about 6 feet long to his hand. To this pole we fastened a bright hair wire, which we run straight up to the ceiling, then through a screw eye and then along the ceiling to the rear of the store. We then placed a galvanized pan 4 inches deep, 24 inches wide and 60 inches long, where the line from the pole would fall in it. This pan we filled with water and surrounded with rocks and grass, placed a dozen little catfish in it, when a crowd collected at the window some one would slip to the rear and pull the string. The display looked very natural, the effect on the crowd laughable, and the only objection was we had to get a small boy to "pull the string."

Now for results, first, we sold three times the tackle we sold the previous season; second, there is scarcely a week goes by but someone comes in and asks, "Is this the place where the 'nigger' was fishing." So we say it pays.

STIGLER HARDWARE CO.

Getting Goods Asked For

A subscriber who keeps close track of his stock writes as follows: "I have made a practice of late years of jotting down everything that my customers ask for and which I do not carry in stock. A few months ago I instructed my clerks to do the same. Every night before closing time I go over these jottings, and if more than three customers have requested a certain article within a week I immediately order a quantity."

PACIFIC COAST TRADE IS BOOMING

DEVELOPMENT OF NATURAL RESOURCES IS BRINGING A GREAT TRADE IN THE GENERAL HARDWARE LINE—BUSINESS VERY BRISK IN SEATTLE—TACOMA VALUES INCREASING—PORTLAND TRADE RAPIDLY GROWING—SPOKANE BUSINESS LIVELY—OAKLAND IS BOOMING.

THE remarkable business activity of the extreme Northwest is making itself manifest in all lines of trade. The growth and settlement of the country, the increased demand for all raw materials produced in the States of Washington and Oregon, the trade with the Orient, and the large amount of railroad building, all of these causes have worked together to produce exceedingly prosperous times on the Pacific Coast.

The lumber interests and the mining interests, together with the agricultural development, are making great demands for all materials. In all the cities and towns more building is taking place to-day than at any time in the history of the country. People thought five years ago that Seattle was booming, but the building that is going on to-day here in Seattle is about six times as much as four or five years ago.

All the Hardware wholesalers and retailers are reaping a direct benefit of the prosperity. The big concern of Schwabacher Hardware Co. recently moved into their new six-story warehouse, and have retired entirely from the retail business, devoting their entire energies to the jobbing trade. This concern carries a very large stock, and operates through the four Northwestern States, Canada and into Alaska.

Another concern whose success has been most remarkable, and who are also enjoying great prosperity, is the Seattle Hardware Co., now located in their new steel and concrete fireproof constructed building, used exclusively for their wholesale trade. This building is a model in construction and up-to-date features. Every known device has been introduced to facilitate in getting out and shipping orders. A siding from the Northern Pacific Railroad goes into the rear of the warehouse where carload shipments can be received and sent. The Seattle Hardware Co. reported a good business, and have found that by devoting their entire energies to the wholesale business has very much strengthened their position in the jobbing business.

Another concern of Seattle doing some jobbing business is the Whiton Hardware Co., whose store is a model of neatness and at-

tractiveness. This concern makes a specialty of tools and fine hardware, and devote special attention to this end of the business, making an active bid for the machinists' and factory trade. The windows are used by the Whiton Hardware Co. in showing and displaying their splendid line of tools, cutlery, etc.

A new concern of Seattle is the Western Hardware & Iron Co., doing an exclusively wholesale trade, largely in heavy Hardware, iron and steel.

Another of Seattle's new concerns, closely affiliated with the hardware trade, is the Seattle Sporting Goods Co., of which Fred S. Clewley is president. Mr. Clewley for some years was manager of the sporting goods department of one of the largest wholesale hardware concerns in the Northwest, and in this way came in touch with the largest buyers of sporting goods throughout Washington and Oregon. Mr. Clewley's old friends are sending their business to the new concern, and the large trade that the Seattle Sporting Goods Co. is doing is the best proof of the future success of the business. The retail store on Second avenue is without doubt one of the finest sporting goods stores on the coast.

IN SPOKANE

In Spokane the big concern of McGowan Bros. are now well located in their new store. As was reported in these columns in the spring, McGowan Bros. lost heavily by fire, but with remarkable pluck and perseverance the day after their fire Mr. McGowan had his business well organized again in his wholesale warehouse, from which point during the summer McGowan Bros. have been carrying on their regular trade. The new store of McGowan Bros. is a model in its appointments and exceedingly attractive in every detail. This concern travel three men on the road, and during the time just after the fire kept up their regular wholesale business.

A new building erected by Holley, Mason Hardware Co. will soon be ready for occupancy by this concern. It is said in the trade that when the new building is occupied the Holley, Mason Hardware Co. will retire from the retail field.

A new hardware concern has been opened in Spokane, known as Ware Bros. Hardware Co. For eleven years Ware Bros. have been carrying on a sporting goods trade. Realizing the tendency of the times was for the Hardwareman to handle sporting goods, Ware Bros. have turned the tables by moving into the center of the retail business district in a larger store and put in a complete line of Hardware. Speaking of this move, Mr. Ware said: "We have been in the present store now a few months. Our business in sporting goods is running away ahead of that a year ago, demonstrating to us that this move we have made was the best thing for our sporting goods business. We aim to carry an exceedingly fine line of Hardware and specialties, and bid especially for the best retail trade. We are looking each day for better business, and it is certainly coming our way all right. We have no complaint to make, and I guess in business here in Spokane no one would have."

The store of Jensen-King-Byrd Co. in Spokane is one of the most attractive Hardware stores in the State. This concern have made a special feature of their window display and always have attractive windows. Recently they were showing a complete hunting scene with tented campfire, which was very attractive, and which, no doubt, helped "Hi Henry," manager of the sporting goods department, to sell rifles and ammunition.

TACOMA VERY BUSY

Tacoma, as well as the other cities on the coast, is growing rapidly. Real estate values have more than doubled here in the past two years. Rumors of railroad terminals, great steel plants and other manufacturing concerns buying tide lands in Tacoma is having a booming effect on real estate. There is, however, a great deal of building taking place, not only downtown in the business sections, but throughout the city. There is a great demand for houses of all classes.

In speaking of trade conditions, Mr. Miller, the vice-president of the Henry Mohr Hardware Co., said: "Our business has grown rapidly each year for the past six years. The wholesale end of our business is growing even more rapidly than the retail. We are taking care of it in good shape, and are making a special bid for business back in the country."

Another concern in Tacoma who are doing considerable retail trade is the Washington Hardware Co.

BUILDING IN PORTLAND

In Portland, Ore., there is at the present

time a large amount of building taking place, and a good demand exists for all building materials and tools. The Honeyman Hardware Co. are working on a large addition to the present store and warehouse, which is located right in the heart of the city. Large windows are used by the Honeyman Hardware Co. to good advantage in displaying the fine line of sporting goods and cutlery, shelf hardware and tools carried by the concern.

A new Hardware store has been opened in Portland by Messrs. Backus & Morris. A very complete stock of cutlery and fishing tackle and light pick-up Hardware has been already stocked. As both members of the concern are well posted Hardware men, having been in the trade here a number of years, their success is assured. In speaking of the outlook, Mr. Backus said: "We have been in business now only a few months, but trade is beginning to come our way. We are making a specialty of high grade goods, and will strive to have the finest stock of fishing tackle in Portland."

The Schaw-Batcher Co., of Sacramento, Cal., are just issuing a 1,000 page complete Hardware catalogue, and are pushing hard for the wholesale trade through Central and Southern California and Nevada. By carrying complete stock, making prompt shipments, and looking out for the interest of their customers, the Schaw-Batcher Co. are continually extending and adding to their large jobbing trade.

Baker & Hamilton's big business in Hardware has been carried on largely from here since the San Francisco fire. This concern were fortunate in having the stock in Sacramento to draw from, and their big warehouse at Sacramento has been a center of activity for the past four months.

OAKLAND BUSINESS ON THE INCREASE

But of all busy places, Oakland, Cal., takes the lead. Since the fire and earthquake in San Francisco a large amount of business formerly going into San Francisco has been centered here.

John P. Maxwell's big Hardware store has been the scene of great activity. Mr. Maxwell said that business had been unusually brisk all through the summer, and the outlook never had been better. In all the towns about the bay there is a large amount of building taking place. John P. Maxwell carries a big stock of Hardware and sporting goods, and caters to the best trade. The sporting goods business is in charge of Bob Rutherford, one of the best posted sporting goods men in the State.

A. I. Smilie, the general manager of the Pierce Hardware Co., in speaking of trade conditions, said: "Our business is growing rap-

idly, and we have been working night and day for some time to keep up the trade." The Pierce Hardware Co., in addition to general Hardware, carrying a very large stock of electric light and gas fixtures, which is found one of the best side lines. A complete sample line is shown on the top floor of the building, which is very attractively arranged.

Never in the history of the country has the general business outlook been more encouraging than at the present time, especially here in the far West. E. I. D.

A Correction

In our last issue, under the head of "San Francisco Hardware Trade," we published an item from our correspondent to the effect that there was a new retail hardware store opened a short time ago by Brittain & Co., a retail branch of the Pacific Hardware and Steel Co. This is an error, as Brittain & Co., Inc., state they are a strictly independent concern and not a branch of any other company.

Holt Bros. Co., 914 Folsom street, San Francisco, Cal., whose entire stock and store were entirely destroyed in the great fire of April 18, within ninety days from that date erected the first new brick building in the burned district, and are now doing a good business.

R. F. Anderson, of Anderson & Lusby, New Westminster, and S. H. Warnock, lately connected with F. W. Lamplough & Co., Montreal, have acquired control of the Vancouver Hardware Co., Ltd., and have applied to the legislature for change of name to Anderson & Warnock, Ltd. The business will be continued on the same premises and a close connection maintained with the business of Anderson & Lusby, New Westminster, Canada.

The Norvell-Shapleigh Hardware Co., St. Louis, Mo., have issued a postal announcement to the effect that on the 19th ult. they had reached the mark of \$1,000,000 increase in sales of goods billed and shipped over the year 1905, and still have three of the best months of the year left. This is a big increase, and is evidence of a very progressive jobbing concern.

At the convention of the Barbers' Supply Dealers' Association, held last month in New York, there were present many members, a large proportion of whom are active and up-to-date dealers in cutlery. It is rumored that

the stores of these dealers and many of their show windows are models of their kind.

American Consular Service

Members of the National Business League, while gratified with the passage, even in its changed form, of the Consular Service Improvement Bill, will relax none of their efforts to secure additions to the measure at the next session of Congress. It is expected that the American consular service will be thoroughly reorganized and made a powerful factor for the enlargement of our foreign trade; for the better accommodation of our importing interests, and for the convenience of American travelers abroad.

Retail Hardware Dealers' Catalogue

The Wilson Hardware Co., Boulder, Colo., have brought out a book which brings to the present and prospective patrons of their store the faces of the proprietors, the office and store staff and the delivery department. There are also views of the store interior. A brief sketch accompanies each portrait. This method at once familiarizes the public with the staff of the establishment.

If You Work for a Man

The Richards Mfg. Co., Aurora, Ill., have issued a card setting forth a sentiment by Elbert Hubbard. The company remark that these cards have proven very popular among the trade who have received them, inasmuch as the sentiment seems to strike a responsive chord wherever it is seen. The card is 9½ by 11 inches, and is designed to be hung up. It is printed in two colors. The reading of the card is as follows:

If you work for a man, in heaven's name work for him. If he pays you wages which supply you your bread and butter, work for him, speak well of him, think well of him, stand by him and stand by the institution he represents.

I think if I worked for a man I would work for him. I would not work for him a part of his time, but all of his time I would give an undivided service or none.

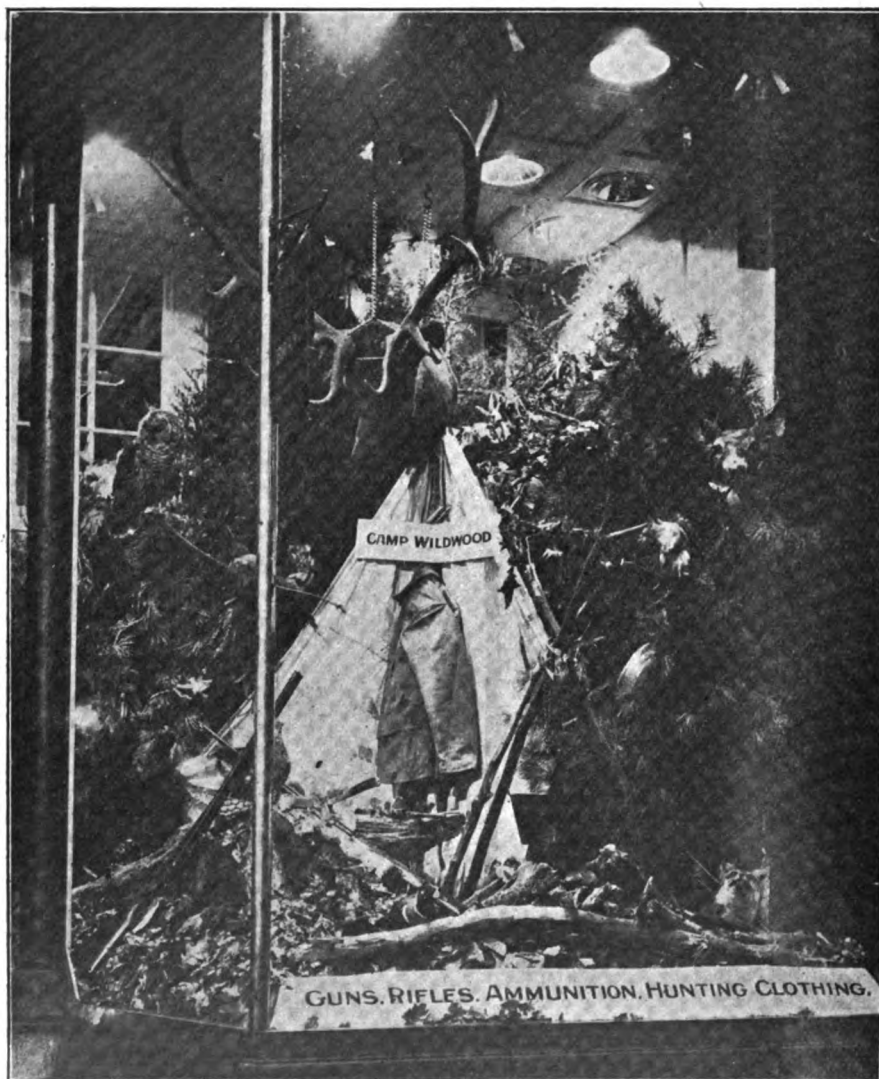
If put to a pinch an ounce of loyalty is worth a pound of cleverness.

If you must villify, condemn and eternally discourage, why resign your position and when you are outside damn to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution, not that, but when you disparage the concern of which you are a part you disparage yourself.

A Hunting Window Display

The Union Hardware & Electric Supply Co., Providence, R. I., recently had a window display representing a hunting season in the woods. The side and background consists of pines and evergreens with a tent in the center. In the front of the window there

privately covered with bark, dead limbs and branches; throughout are stuffed birds, such as partridges, quail, etc. Looking out from the trees are several deer heads. As this window display was made at the opening up of the hunting season it created a good deal of favorable comment.



A HUNTING WINDOW DISPLAY BY THE UNION HARDWARE & ELECTRIC SUPPLY COMPANY.

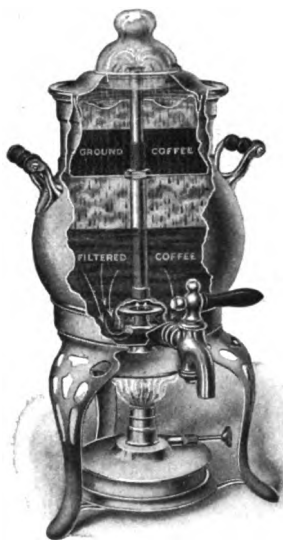
is a fire, over which is a tripod holding an old tin pail. On one side of this is an old stump, across which leans a rifle and a shotgun, and also other articles which the hunter uses. The bottom of the window is appro-

The dealer who is too busy to read advertisements will get over it presently and have time also to study the methods of his competitor who does read advertisements and takes advantage of the information they contain.



"Universal" Percolating Coffee Machine

Landers, Frary & Clark, New Britain, Conn., with New York offices at 302 Broadway, are placing on the market the "Universal" Percolating Coffee Machine, illustrated. The construction of this machine is quite similar to those of the "Empire" and "Colonial" pots. A description of the process of how coffee is



"UNIVERSAL" COFFEE PERCOLATOR.

made was given in our last issue in connection with the "Elite" Enamel Coffee Percolator. The Universal Coffee Percolator has an automatic pump which forces the water through the tube while it is only lukewarm. As the water is gradually heated, the percolating process going on all the time, the wholesome qualities of the coffee are extracted, and by the time the water has reached a boiling point, which seems necessary to bring out the flavor or aroma, the coffee is ready to be served. The machine is made of one piece of copper with-

out any seams or joints, so there is no possibility of leaking. The whole machine is nickel plated, and the inside is carefully coated with pure tin. Special attention is called to the new pattern of cup for holding the ground coffee. Perforated on the bottom and on the sides, as well as the spreader plate, by the construction of which the water flows through the little holes uniformly upon the ground coffee. If there is more water than can be taken care of in this way, the overflow runs over the edge of the spreader plate and out of the holes around the top of the cup back into the Percolator. The cup, spreader plate, tube and valve are all made of pure aluminum. All parts of the "Universal" Percolating Machine are interchangeable and can be readily supplied. A very neat alcohol lamp supplies the heat necessary. There is a wick in the lamp which can be readily controlled. The machine is made in 4, 6 and 9 cup sizes, in copper, nickel or silver plate finish.

All Steel Express Wagon

The H. N. Thayer Co., Erie, Pa., are offering the trade the All Steel Express Wagon, illustrated. It is strong, neat and well made. The entire gear, bolsters and fifth wheel are



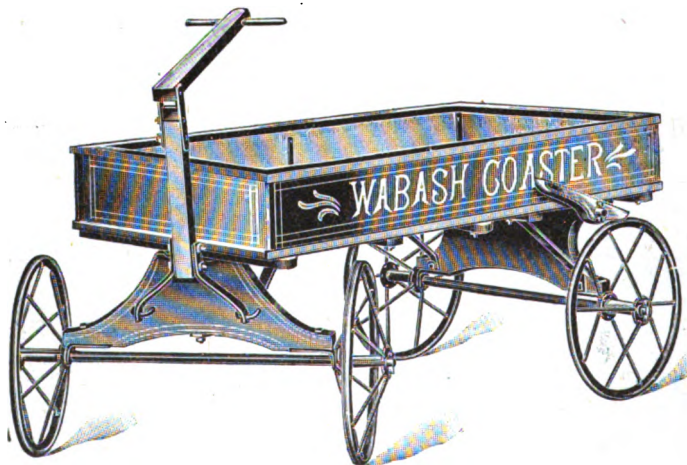
ALL STEEL EXPRESS WAGON

made of pressed steel, open hearth steel axles. The body is of sheet steel, flanged over $\frac{1}{4}$ inch round steel rod. The wheels are the company's patent continuous spoke. The body is painted a bright red, and the gear is green. The

body is made in nine sizes, from 9x18 inches to 16x32 inches. The front wheels have a diameter ranging from 6 to 13 inches, and the rear wheels range from 9 to 16 inches. For shipping they are packed K. D., with wheels in bodies.

"Wabash" Coaster Wagon

The Wabash Mfg. Co., Wabash, Ind., are offering the trade the "Wabash" Coaster Wagon, illustrated. It is especially adapted for boys and girls between the ages of 6 to 16. The box is 16 inches wide, 34 inches long and 5 inches deep. Five hardwood strips cross the bottom, giving strength; two strap bolts riveted on the sides pass through the bottom and middle crosspiece, with nuts on the bottom end, forming a truss frame construction. The corner pins prevent the box shifting on the bottom. The gear is hardwood, well braced forward and back. The front wheels turn under to the center, which permits the wagon to turn completely on a narrow walk. The brake controls the speed. The wheels have a "T" steel

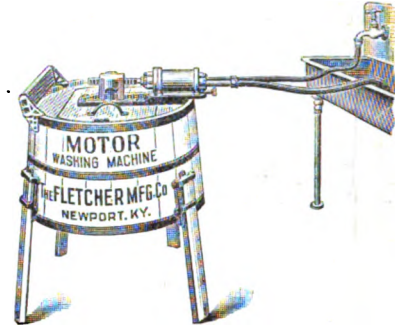


"WABASH" COASTER WAGON.

rim of light weight and superior strength. The construction permits the spokes to be drawn absolutely tight, thus insuring a true and noiseless wheel. The wagon is handsomely ornamented and varnished and trimmed in bright red. The wheels are 11 inches in diameter. There is no pounding or bumping. The box is removable. It is well-balanced to prevent tipping. The concern are advertising their Coaster Wagons in publications having a general circulation. The company have nine shipping stations as follows: Philadelphia, Pittsburgh, St. Paul, Louisville, Ky.; Kansas City, Mo.; Seattle, Wash.; Portland, Ore.; Wabash, Ind. They also manufacture Geared Cars, Miniature Farm Wagons, etc.

"Fletcher" Water Motor Washing Machine

The Fletcher Mfg. Co., Newport, Ky., are placing on the market the "Fletcher" Water Motor Washing Machine, illustrated. This ma-



"FLETCHER" MOTOR WASHING MACHINE.

chine can be operated in any place where there is at least a water pressure of 40 pounds or more. The motors are substantially made of heavy brass parts to prevent rust. They are

perfectly machined to give long use and wear. The Machine is sold complete with motor, hose, wringer board, etc., ready to attach to faucet. In use the hose is attached to faucet, the water is turned on and the motor does the work. The clothes are washed in hot suds by agitation. It is claimed the heaviest clothes to the finest fabrics can be thoroughly cleaned without damage. The makers point out that with the use of this Motor Washer extra help is dispensed with. The company report a very large sale wherever introduced.

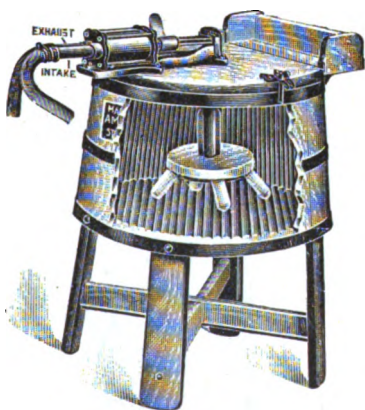
The Berger Mfg. Co., Canton, O., have appointed C. K. Turner & Son, 116 Broad street, New York, as their export agents.

"O-Joy" Motor Washer

The American Washer Co., 118 Sidney street, St. Louis, Mo., are offering the trade the "O-Joy" Motor Washer, illustrated. It is operated by an ordinary city pressure of 30 pounds, or more, and provided the water supply is sufficient it will operate on a much lower pressure than 30 pounds. The motor is carefully constructed of brass and bronze, which

**"O-Joy" MOTOR WASHER.**

prevents rust. The manufacturers claim for this machine remarkable durability and simplicity of construction. It requires no attention while in operation and uses a small amount of water. The motor is attached to a metal base plate, which in turn is attached to the lid of the machine. The principle on which the washing is done is that of a piston with a

**PIN WHEEL AND INTERIOR CONSTRUCTION.**

rack bar attached, traveling with a reciprocating motion, bearing on a pinion which is attached to a perpendicular steel shaft. On the lower end of the shaft inside the tub is fitted a paddle post, and on the paddle post is an

adjustable wood pin wheel or dolly with projecting pins. These pins come in contact with the clothes, moving them a half turn in one direction, then with a sudden reverse, a half turn in the opposite direction, thus drawing the hot suds through the clothes. The manufacturers claim, excepting the fact that it is self-operating, the greatest advantage lies in the quick reverse that cleanses the clothes in a very satisfactory manner. The tub is made of carefully selected, thoroughly kiln-dried Louisiana red cypress, durable in construction, and is filled and varnished in the natural wood. The heavy steel hoops are finished in green bronze. This combination of colors gives the machine a pleasing appearance. The corrugated inner surface of the tub acts as a scrubboard, and increases the agitation of the water. The machine is claimed to be built to withstand hard wear and continuous usage, and that it will wash the heaviest and lightest fabrics. All parts of the Washer that are exposed to the action of the water are heavily galvanized. The makers guarantee the Washer for a year. The shipping weight is 60 pounds, complete with supply and exhaust hose and couplings.

Voss "Automatic" Washing Machine

The Voss Bros. Manufacturing Co., Davenport, Iowa, are offering to the trade a new style Washing Machine, called the "Automatic," illustrated. They claim that the Ma-

**VOSS "AUTOMATIC" WASHING MACHINE**

chine is unsurpassed for speed and ease of operation. It is new in principle and has but two engaging gears, which intermesh squarely to avoid any tendency of crowding or spreading of gears. The dasher is of the large disc

type. The point of particular interest in this Machine is the fact that the dasher sets automatically on the clothes, a distinct improvement over the old style wooden center pole type of dasher. A twelve-inch motion of the lever will produce an entire revolution of the dasher. The iron wringer box prevents wet floors. The box is set at a proper angle to allow the water to drain back into the tub. The tub of the new "Automatic" is stationary,



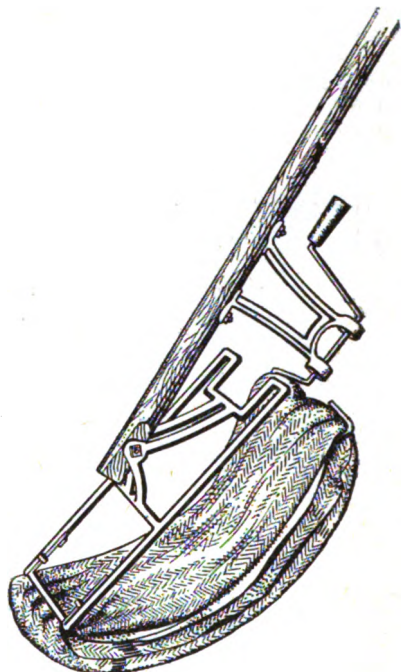
VIEW SHOWING ADJUSTABLE DASHER

the dasher revolving. There are no springs in the make-up of the mechanism. There is a restricted selling price on this Machine, which all dealers must uphold, which absolutely guarantees a liberal margin of profit. It is sold exclusively to the Hardware and general trade. The entire line is not sold by catalogue or mail order houses, and the makers remark this feature should make them interesting to the retail dealer.

"Acme" Wringer Mop

The Acme Washing Machine Co., Columbus, Ohio, are manufacturers of the "Acme" Wringer Mop, illustrated. It is made with a strong, galvanized iron frame which keeps the mop cloth spread out flat. It is so arranged that the cloth covers the corners of the frame, which prevents injury to the wood work of the room and enables the user to get into corners which are inaccessible with the ordinary mop. There are no cog wheels in connection with this device. The wringing is accomplished by turning the crank, which is made of stiff steel wire. The oblong wire frame is 10½ inches long and 5 inches wide. The cloth instead of rolling up in the ordinary way rolls

flat, so that one can use this mop for wiping down ceilings or sidewalks in housecleaning time. It can also be used for refreshing the



"ACME" WRINGER MOP.

carpet with ammonia instead of getting down on the hands and knees to do it with a cloth. It also finds use in wiping up or polishing hardwood floors.

"Beckwith" Mop Wringer

The Ellis-Porritt Co., 118 North Fourth street, Minneapolis, Minn., are offering the trade the Beckwith Mop Wringer, illustrated. The bucket is of galvanized iron and will not rust. There is a heavy pressure on the rolls,

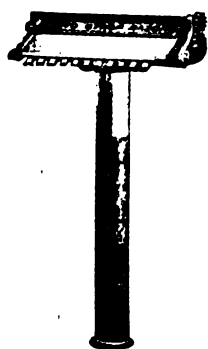


"BECKWITH" MOP WRINGER.

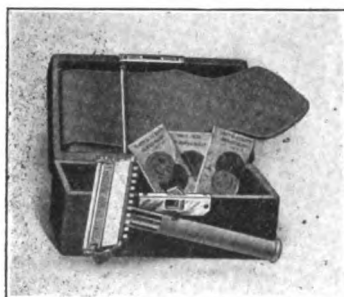
so that it is possible to ring the mop absolutely dry. Galvanized iron guards prevent entanglement of the mop and at the same time strengthen the pail.

"Auto Strop" Safety Razor

The Auto Strop Safety Razor Co., 350 Broadway, New York, are placing on the market the "Auto Strop" Safety Razor, illustrated. In appearance it represents the conventional type of safety razors. The blade, however, is pivotally supported at its back and is held to the guard in positive shaving position by a small hook at each end of the guard. Concealed

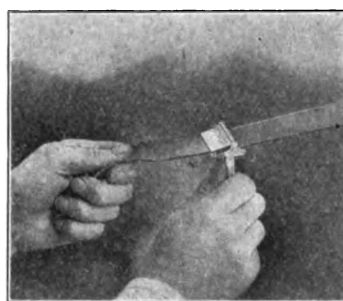
**"AUTO STROP" SAFETY RAZOR.**

under the back of the blade is a small roller, and when it is desired to strop the blade a little button or trigger at the back of the frame is pressed, which releases the blade from under the guard hooks. The strop is then inserted under the roller and by grasping handle and moving razor to and fro on the strop gives a purely automatic stropping effect on the blade. After stropping the blade is caught under the guard hooks by the same method as it was

**"AUTO STROP" SAFETY RAZOR OUTFIT.**

released. To sum the matter in a short statement this article is a combined safety razor and stropping machine, whereby it can be shaved with, stropped and cleaned without removing the blade. The only effort necessary to pass from shaving to stropping or from stropping

to shaving, is to press a little trigger at the back of the frame, which releases or locks the blade. Aside from these features the makers claim that it is a most simple article, and that after shaving it can be put away in proper condition within a remarkably short time. With this razor and its efficient stropping mechanism the makers claim that their blades will last at least for one or two years' steady use, and that the continuous stropping will bring about the

**STROPPING THE RAZOR.**

fine shaving results that the barber gets with the old reliable razor properly stropped. An outfit consists of a velvet-lined case containing a razor frame, twelve blades and strop. In the cover of case is a compartment for the strop. In the body of case are three compartments or divisions, for razor frame, used and unused blades.

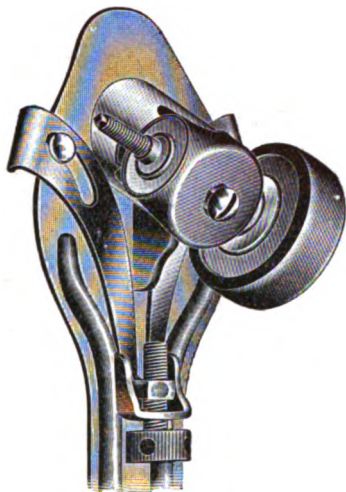
"Chicago" Roller Skate

The Chicago Roller Skate Co., 10 West Washington street, Chicago, Ill., are offering the trade the "Chicago" Roller Skate, illustrated. The most prominent feature is that it is provided with three rollers instead of four. Two of the rollers constitute the front truck and are provided with a spring action. One

**"CHICAGO" ROLLER SKATE.**

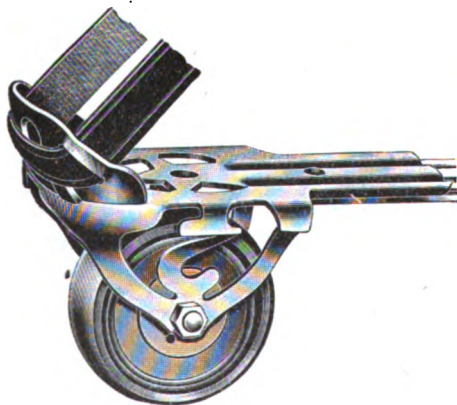
large roller is located in the rear; this construction is said to reduce the amount of friction. It has a spiral compression spring action. The "action" of a roller skate is the mechanism provided by means of which the skater can turn in one direction or another by the pressure of the foot and describe a circle or parts thereof without removing the skate from the floor. This spring is encased in the barrel,

which not only carries the "action," but supports the front axle. The spring takes the place of the piece of rubber in the four-roller style of skates. The spring is tempered and uniform in operation during the entire lifetime of the skate. When the pressure of the foot of the skater, which sets the action in mo-



VIEW OF FRONT ROLLERS.

tion, is removed the spring brings the front truck back to perfect alignment with the rear roller. The rear wheel works on the same principle as the rear wheel of a bicycle. It immediately follows any direction given by the skater to the front roller or truck, just as the rear cycle wheel which follows the direction given to the front wheel. In the locking de-



SHOWING SINGLE REAR WHEEL CONSTRUCTION.

vice of this skate clamp the square post and key are dispensed with and a lock substituted. The knurled head of the lock can be turned with the fingers until the clamp clutches the

sole of the shoe; then the locking pin can be inserted in the sockets and the clamp tightened. The rollers of this Skate are so constructed that there is a large amount of metal put into them. The roller consists of a malleable steel rim of great durability. Into the rim is forced the side plate carrying the cups or ball races; then the metal is closed over the plates, making a hollow roller. The roller is thickest where the wear comes. The roller rim is three-sixteenth to one-quarter inch thick. The foot-plates are of cold rolled steel. The heel plates and the bracket carrying the rear roller are in one piece, thus giving the bracket great strength. The heel and toe plate are both corrugated and riveted together, forming a rigid foot plate. In the larger sizes the tongue overlaps the entire length, thus doubling the strength of the Skate between bearings. These Skates are supplied in numbers from 5 to 10, inclusive, for gents and from 2 to 7, inclusive, for ladies. The company also make a specialty of supplying complete roller skate rink outfits.

"Keyless" Basket Savings Bank

Shultz & Staples, 34 Wabash avenue, Chicago, Ill., are offering the trade the "Keyless" Basket Savings Bank, illustrated. There is no key to this bank, and it is self-registering, and is intended to receive dimes only. It opens automatically when the fiftieth dime has been

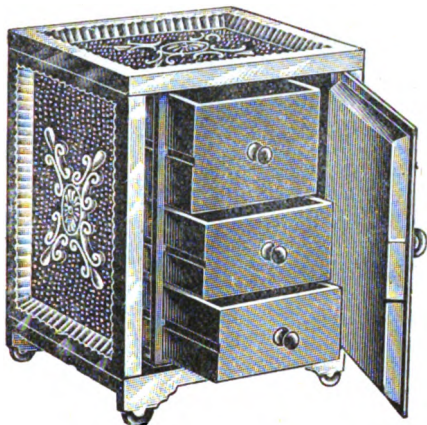


"KEYLESS" BASKET SAVINGS BANK

deposited. It is again locked by the insertion of the next dime. It will hold a total of \$40 in dimes. The Bank is made of highly polished cold rolled steel and finished in nickel and oxidized copper. There is no key to lose, no combination to forget, and the money cannot be shaken out.

Combined Safe and Savings Bank

O. B. Fish, 6 Harrison street, New York, is offering a Combination Safe and Savings Bank, illustrated. It is strong and well constructed, being built on lines of regulation bur-

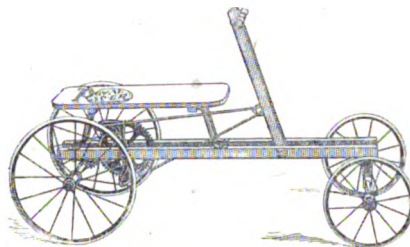
**COMBINED SAFE AND SAVINGS BANK**

lar proof safes. It is fitted with unpickable No. 3 dial combination lock, and has three drawers, the top one being for money, and the two side compartments are for papers, etc. The weight is $12\frac{1}{2}$ pounds, height 9 inches, width $6\frac{7}{8}$ inches, depth $5\frac{7}{8}$ inches.

M. Schuler, Industrial Commissioner, 709 Frisco Building, St. Louis, Mo., has charge of the Industrial Department of the Rock Island and Frisco lines. This department has jurisdiction over the lines of the Chicago, Rock Island & Pacific Railroad, the St. Louis & San Francisco and the Chicago & Eastern Illinois Railroads, reaching seventeen States and Territories. It follows, therefore, that because of this vast extent of territory reached

"Royal" Racer

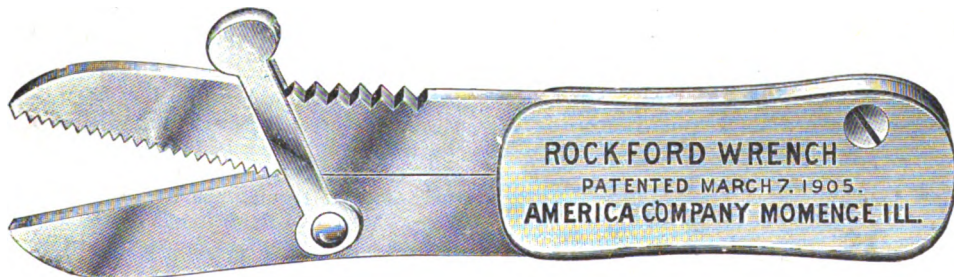
The H. N. Thayer Co., Erie, Pa., are offering the trade the "Royal Racer," illustrated. This speed car is geared on a new principle, and is claimed to give the boy or girl operator invigorating exercise with little effort. There is no dead center, and the length of stroke

**"ROYAL" RACER**

is controlled by the operator. The wheels are 10 and 14 inches diameter, with one-half inch rubber tires. No. 1 has a 30-inch frame, No. 2 has a 36-inch frame, and No. 3 has a 54-inch frame. The latter is a tandem construction. The makers state the first three months' orders amounted to 12,000 pieces, and up to the present time they have not caught up with orders.

"Rockford" Adjustable Alligator Wrench

The America Co., Moline, Ill., are placing on the market a new idea in the way of the "Rockford" Adjustable Alligator Wrench, illustrated. This tool is made of high grade tempered steel, nickel-plated, and the teeth are so cut that the grip on rod, pipe or nut is perfect. It has a range of grip from $1\frac{1}{2}$ inches down to $\frac{1}{4}$ inch. It can be held at arm's length and inserted and operated in many

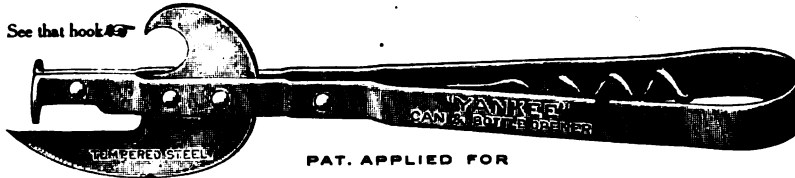
**"ROCKFORD" ADJUSTABLE ALLIGATOR WRENCH.**

and with varying conditions that desirable manufacturing locations for classes of industry can be found along their lines. The province of the Industrial Department is to advise with the manufacturer regarding the best all round locations for his particular industry.

other places where some wrenches cannot be used. The manufacturers state that it will be found especially useful in plumbing work, automobilists' outfit or in any kit of tools. Although having been before the trade but a short time, it has met with a large demand among mechanics and automobilists.

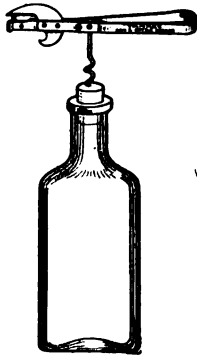
"Yankee" Can and Bottle Opener.

The Taylor Manufacturing Co., Hartford, Conn., are placing on the market the "Yankee" Can and Bottle Opener, illustrated. It is made



PAT. APPLIED FOR
"YANKEE" CAN AND BOTTLE OPENER

of steel, has a tempered steel blade, and is made to sell at a popular price. This device removes bottle caps, opens round or square cans



REMOVING CORK FROM BOTTLE

and removes the cork from a bottle. In the latter operation the user has a good purchase on the device, as there is the entire length to grip with the hand. The Openers are



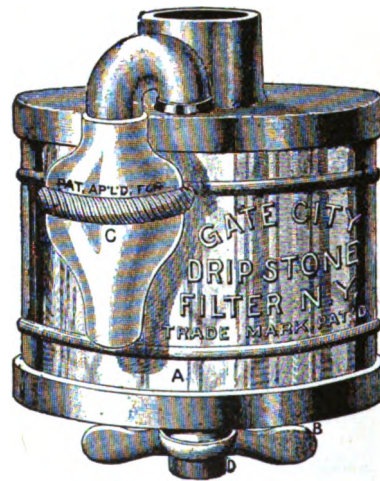
REMOVING CAP FROM BOTTLE

packed a dozen in a neat display box, with a standard on back of box so it can be placed upright on a counter if desired. They are also packed in bulk, a half gross to a box.

"Gate City" Pressure Filter

The Seed Filter & Mfg. Co., 158½ Chambers street, New York, are placing on the market the "Gate City" Pressure Filter, illustrated.

The natural stone used in this filter is claimed to be the best used as a filtering medium. It converts foul and stagnant water into a pure condition, rendering it wholesome. The water passes through the filter stone A to the outlet D. All impurities are deposited on the surface of the stone, from which they can be



"GATE CITY" PRESSURE FILTER.

readily removed by brushing. A few turns of the thumb-screw B permits the base, to which the stone is attached, to be taken out for that purpose. Unfiltered water can be drawn from the faucet by turning the mill ring C to the left. The size of the Filter is 3½ by 4 inches, and the filtering stone is 2½ by 2½ inches.

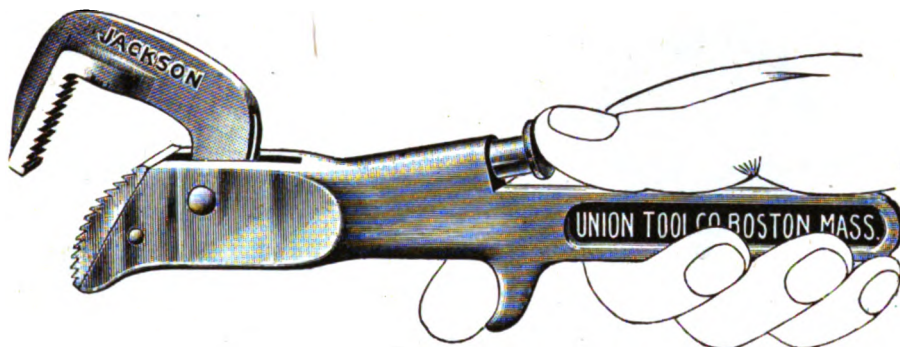
The Phenix Mfg. Co., Milwaukee, Wis., have gotten out a sign hanger devoted to their Storm Sash and Window Screen Hangers and Fasteners. There are views showing the Hanger in place and taking the window screen off, together with the various parts of the Hanger.

"Jackson" Instantaneous Wrenches

The Union Tool Co., 147 Milk street, Boston, Mass., are placing on the market the "Jackson" Instantaneous Wrenches, illustrated. These Wrenches are designed to operate with one hand, and by the instantaneous ac-

guarantee these Wrenches. With the two sizes one can handle anything from $\frac{1}{4}$ to 2 inches diameter.

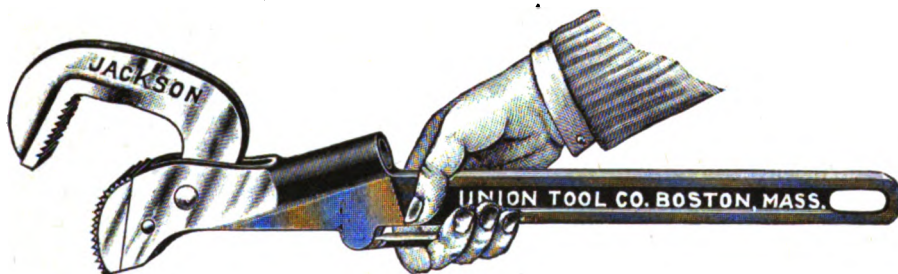
The Morgan Spring Co., Worcester, Mass., in their catalogues show some of the many



"JACKSON" INSTANTANEOUS WRENCH, 8-INCH SIZE.

tion of the jaws they can be adjusted and released quickly, thus saving a great deal of time and labor. On the 8-inch size there is a little plunger which operates with the thumb.

forms of Springs and Wire which they manufacture. They make a specialty of Iron and Steel Wire and Steel Springs for all purposes, and also make Nails, Tacks, Staples, etc.



"JACKSON" INSTANTANEOUS WRENCH, 14-INCH SIZE.

There is an easy movement of $\frac{1}{2}$ inch on this plunger, which opens the jaw 1 inch. On the under side of the Wrench handle is a slight projection which enables the operator to get a firm grip on the tool. On the 14-inch size there is a lever on the handle of the Wrench, and when this is brought into action the jaws open 2 inches; releasing the lever instantaneously drives the milled jaw into position on the pipe or rod. The 8-inch size weighs 13 ounces, and the 14-inch size weighs $3\frac{1}{4}$ pounds. Both have japanned handles. The wearing parts are made of high grade drop-forged steel. The jaw and heel are case-hardened, ground and polished, and the whole tool nicely finished. All parts are interchangeable and can be duplicated at any time. The Wrench is adjusted instantly, cannot slip, will not crush the pipe and the harder the pull the stronger the grip. The manufacturers fully

Slotted Cake Spoon

The Potter Mfg. Co., Geneva, O., are placing on the market a number of articles in kitchen Hardware, one of which is the Slotted Cake Spoon, illustrated. This kitchen accessory is made from heavy steel, well retinned and with a finely polished ash handle. A recent im-

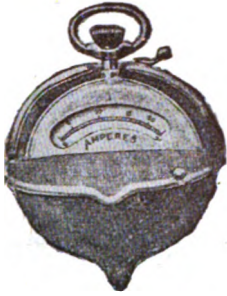


SLOTTED CAKE SPOON, No. 100

provement in this device and wood handle Spoons and cake turners is the method of inserting handles so that they will not loosen or turn at the shank. The company makes a large line of Cake Turners, Mincing Knives, Ice Picks, Ice Chisels, Garden Tools, Children's Garden Setc., etc.

"Combination" Volt Ammeter

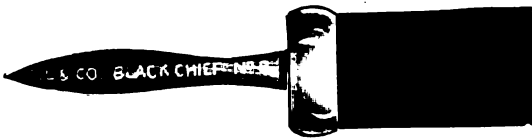
The Motor Car Equipment Co., 55 Warren street, New York, are offering the trade the Combination Volt Ammeter, illustrated. This

**"COMBINATION" VOLT AMMETER.**

device registers 6 volts and 25 amperes. It is made for testing batteries, and is claimed to be absolutely correct. It is packed in a soft leather case to be carried in the vest pocket.

"Black Chief" Varnish Brush

Gerts, Lumbard & Co., 208 Randolph street, Chicago, Ill., are manufacturers of the "Black Chief" Varnish Brushes, one of which is illustrated. This Brush is made strictly for a mechanic's brush in three sizes only, Nos. 7, 8 and 10. It is made of high grade black Chinese bristle, very full and nicely chiseled. This is a new line for the company and they state it will be absolutely up to grade in every de-

**"BLACK CHIEF" VARNISH BRUSH.**

tail. The concern was established in 1850, and for 56 years have been making high grade Brushes. The variety is very large and the prices range from a few cents a dozen, which are carried in stock regularly, to a special large machine brush, the latter selling for several hundred dollars each. This will give the reader an idea of the variety, and their being in business for over a half century is an indication of their reliability.

The Lockwood Mfg. Co., South Norwalk, Conn., have issued price list No. 7, which applies to their portfolio of designs 1897 and to additional pages. They have also ready a large number of loose leaf plates or pages showing many beautiful designs in Door Sets,

Store Door Handles, Push Plates and Door Pulls, Cabinet Door Pulls, Cast Metal Door Knobs, etc.

"20th Century" Mail Box

Heise & Brauer, 66 Union Park court, Chicago, Ill., are placing on the market the "20th Century" Mail Box, No. 1, illustrated. This box is constructed of No. 20 galvanized steel and is guaranteed not to rust or break. It is so made that the contents cannot be removed without the keys. There is a heavy glass panel in the door through which the letters, etc., can be seen and a brass clip inside which will hold the card on which the owner's name is printed. The slot at the top of the box in which the

**"20TH CENTURY" MAIL BOX.**

carrier inserts the letters is protected by an extra hinged cover. A spring is inserted at the back of this cover which forces it forward after the pressure of inserting the letters is removed. These Boxes are painted with the high grade aluminum bronze with red lettering, which gives a general resemblance to the United States mail box. A very convenient feature are the springs for holding papers, etc., which are too large for insertion. These Boxes, which have a tasteful and pleasing design, are fitted with a spring lock and have two keys. Inside dimensions are: Height, 10 inches; width, 5½ inches; depth, 2¾ inches. This Box has been approved by the postal authorities, and is to be used for free delivery in cities only.

"Weber" Portable Turn Table

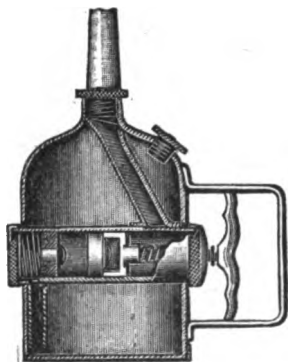
The Motor Car Equipment Co., 55 Warren street, New York, are offering the trade the "Weber" Portable Turn Table, illustrated. This table is designed to be used in connection with automobiles. It consists of a pair of trucks so arranged that one of the front or rear wheels will fit into a steel concave in the center of the truck. Each truck covers a space of about 20 inches and they weigh 70 pounds per pair. The trucks are so substantially made

**"WEBER" PORTABLE TURN TABLE.**

that the heaviest auto can be moved about on them, and so easy is the movement that one man can readily turn the car. The trucks work equally well on either the two rear front wheels of a machine or the two rear wheels and for handling cars in close quarters and unloading on train they are advantageous. They can also be used for warehouse trucks if desired. The concern issue a very comprehensive catalogue of high-grade automobile goods of every description, which will be sent to any dealer on request.

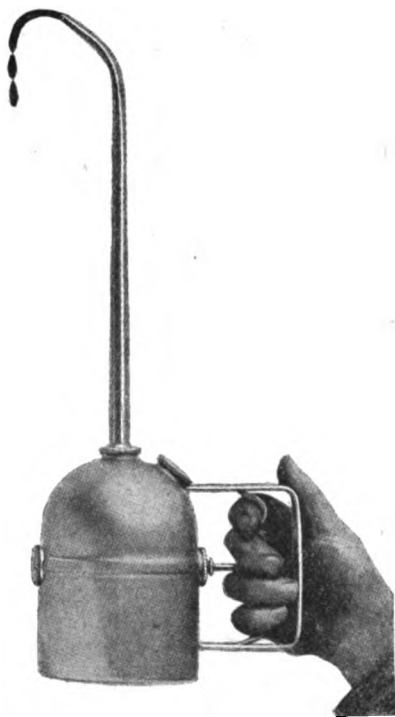
"Wilkinson" Force Feed Oiler

The Wilkinson Mfg. Co., 69 Wall street, New York, are placing on the market the "Wilkinson" Force Feed Oiler, illustrated. In the manufacture of the steel shell of this high-grade Oiler the best cold rolled steel is used—

**CROSS-SECTION SHOWING PUMP IN OILER.**

practically indestructible—which is finished in copper, brass or copper and nickel-plated, and the interior mechanism is made of brass, strong in all parts, nothing to wear out except

the leather cup and valve, which can be replaced in a few minutes. All parts are removable, including the lower valve, which screws into place and is easily removed for repairs should occasion require it. The Oiler is made to stand hard wear; all parts are interchangeable and perfect in workmanship. So sensitive is the mechanism that the movement of one-fourth of an inch will force out the oil, while the spout always remains full to the point ready for oiling, and no oil can escape without working the pull-bar within the handle. This Oiler will be found to be advantageous in oiling machinery, as a slight squeeze

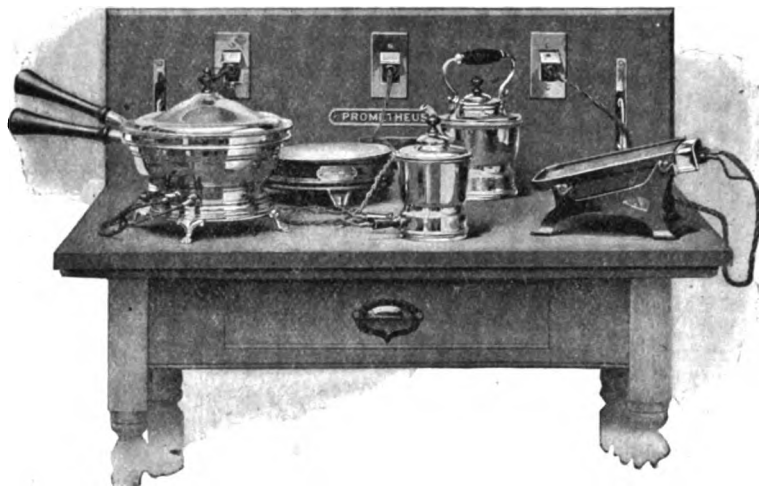
**"WILKINSON" FORCE FEED OILER.**

of the hand will force the oil to the spot without courting danger. One can stand on the floor and oil shafting overhead or down in pits, thus avoiding climbing into places which are very dangerous. For this purpose a nozzle is made 6 or 8 feet long. The Oiler is made in four sizes, from $\frac{1}{2}$ pint to 4 pints, and with nozzles respectively of 3 to 5 inches, 5, 9 or 12 inches, 9, 12 or 18 inches, 12, 14 or 18 inches. The article is well made, and the manufacturers claim that every Oiler is fully guaranteed to work perfectly, and that the spout cannot clog.

Electric Kitchen Equipment

The Prometheus Electric Co., 236 East 43d street, New York, are offering the trade the Electric Kitchen Equipment, illustrated. The current for operating this cooking apparatus may be obtained from any lamp socket; any

economical heat, as it is used only during the actual operation of cooking. Both the cost of electric current and of electric apparatus have of late been reduced in many directions, which will make it practical to use the electric current not only for lighting, but also for



ELECTRIC KITCHEN EQUIPMENT.

standard voltage. The company manufactures Electric Cooking Stoves, Toasters, Griddles, French Coffee Pots, Chafing Dishes, Tea Kettles or Water Boilers, Food and Water Heaters, Sad Irons, Air Heaters and Radiators, Floor Heaters, Instrument and Milk Sterilizers, etc. Wherever electric heat is utilized for purposes of cooking there is an advantage of a total absence of smoke, flame

cooking and heating purposes. All "Prometheus" utensils are equipped directly and show a high thermal efficiency.

Mantel Clocks

The Western Clock Co., La Salle, Ill., with New York office at 51 Maiden Lane, are offering the trade two new Clocks, illustrated. The Owl Clock has a metal frame, antique bronze



ELECTRIC TEA KETTLES OR WATER BOILERS.



"OWL" CLOCK.

or soot, and consequently no vitiation of the atmosphere. The heat is thoroughly localized and the temperature of the rooms is never raised to any appreciable extent. It is an

or gold finish, with one-day movement. It is very suitable for dens, and can be supplied with alarm if desired. It has a 3-inch ivory dial, beveled crystal, frictionless pivots. It has

a hard steel pallet escapement. It is $8\frac{1}{4}$ inches high. The Royal Clock has a cast iron frame, is supported by an easel and richly gold-plated. Every case is lacquered after being plated, so that it will not tarnish. This Clock stands 11 inches high and is fitted with a guaranteed American movement that it will

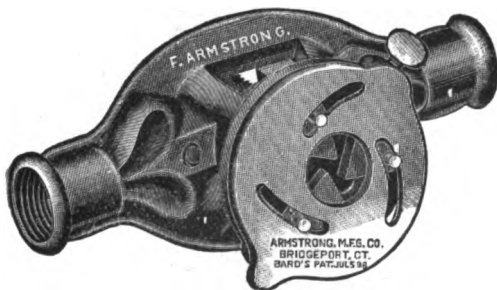


"ROYAL" CLOCK.

run over thirty hours with one winding. It can be supplied with alarm if desired. The manufacturers state the ornamental design of this Clock, as well as its size, quality of its works and its price make it one of the best values ever offered. The general specifications of this Clock are the same as that of the "Owl."

"Bard" Adjustable Bushing

The Armstrong Manufacturing Co., Bridgeport, Conn., are placing on the market the "Bard" Adjustable Bushings, illustrated. This Bushing, which is made for the "Armstrong"



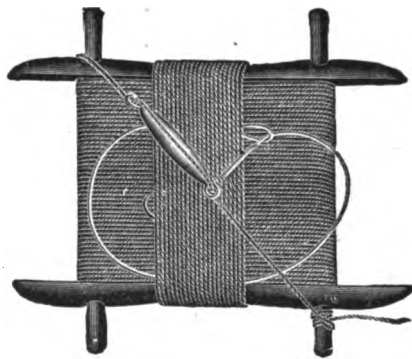
"BARD" ADJUSTABLE BUSHING

Die Stocks, is made in four sizes, each size taking the same range of pipe as the corresponding number of the stock. It consists of

a strong malleable iron body having a sleeve fitting into the barrel of the stock. A simple twist of the cam plate brings a set of extra hardened jaws firmly against the pipe, centering it at the same time. The cam plate is then secured by a thumb screw, insuring an accurate and straight thread. When a crooked or drunken thread is desired it can be cut as easily as with the old style ring bushings. The makers remark that with this Adjustable Bushing there is saved the bother of lost or misplaced rings or bushings with the time lost in search and fitting to the stock. It is more reliable and accurate than the makeshift of wrapping paper or tin around the pipe when the exact size bushing cannot be found. There is no necessity of carrying a set of bushings in the kit when one of these Adjustable Bushings has been fitted to the stock. This tool need not be removed from the stock after fitting, and there is nothing to get out of order.

Furnished Fish Lines

F. E. Chester & Co., Providence, R. I., manufacturers of Furnished Fish Lines, have added several new articles in the way of fish lines, floats, etc. Their line of floats for 1907 will be improved on those previously put on the market. They call special attention to their "Champion" and "Favorite" Assortments. They give the retailer and jobber good profits.



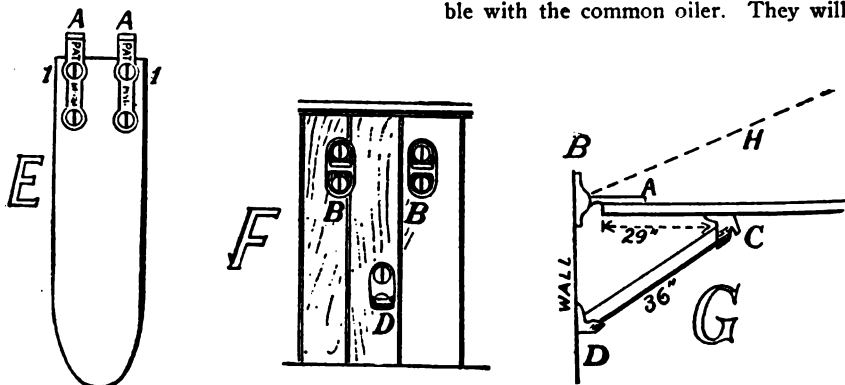
FURNISHED FISH LINE.

All articles are marked with the retail price and are put up in neat, showy boxes. Owing to the large demand for the company's products they have been compelled to increase manufacturing facilities. Several new lines of Sinkers are being added. New machinery has been added and their stockyards enlarged. Their enameling department has also been improved. The company market their goods through jobbers only.

Detachable Ironing Board Bracket

The Rostand Mfg. Co., Milford, Conn., are placing on the market the Detachable Ironing Board Bracket, illustrated. The parts are easily fastened to any ironing board and the woodwork of a room or to a board fastened on

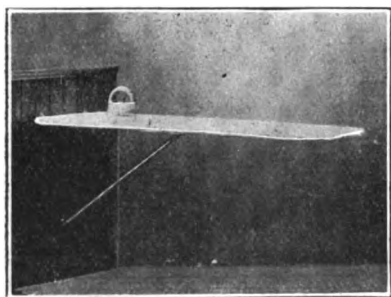
are placing on the market the "Howland" Pump Oiler, illustrated. These Oilers are made in various sizes and with detachable or solid spouts. They are furnished in tin, copper and plate brass, as may be desired. They are designed for oiling machinery with overhead bearings and all places not easily accessible with the common oiler. They will deliver



PARTS OF DETACHABLE IRONING BOARD BRACKET.

the wall. It takes but a moment to put the ironing board into place after brackets are up. When board is detached there are only three small pieces on the wall. In the illustrations A A represents the parts of brackets attached to ironing board. B B and D represent the parts of Bracket attached to the wall. Between

oil when held in any position by applying a slight pressure on the Plunger. The concern



IRONING BOARD BRACKET IN USE.

D and C in the illustration G is a 36-inch piece or strip of wood, used to support the ironing board; it can be cut off an old broom handle. The trouble of having the sad irons fall off the board, chairs tipping over, etc., is eliminated with this device. The manufacturers are desirous of making connections with jobbing houses on this article.

"Howland" Pump Oiler

The Maple City Mfg. Co., Monmouth, Ill.,

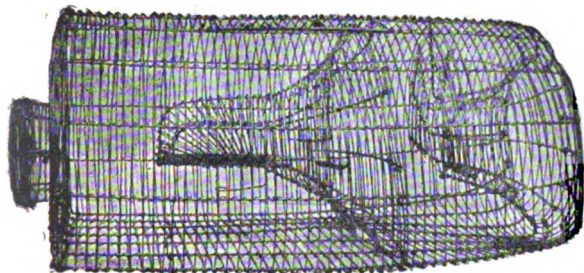
also make a full line of Oilers, including a Valve Can, Pour Cans, Spring Bottom and Mowing Machine Cans.



"HOWLAND" PUMP OILER.

"Marty" Rat Trap

The Burditt & Williams Co., 4 High street, Boston, Mass., are sole importers of the "Marty" Rat Trap, illustrated. The concern for nearly twenty years have been importing these Traps under an arrangement with Henri

**"MARTY" RAT TRAP.**

Marty. The Trap is made in three sizes for rats and two for mice. It is well constructed, and as evidence that it meets with a large sale

The men in this company have been for a number of years identified with the G. & H. Barnett Co., the Black Diamond File Works. These Files are manufactured from high-grade crucible cast steel by competent and experienced workmen. Every File and Rasp is tested before leaving the factory and guaranteed against imperfections. But one quality is made, and these Files are termed "Files of Quality." The company have a large plant and warehouse.

"Krick's" Safety Jockey Stick

Theo. J. Ely Mfg. Co., Girard, Pa., are offering the trade "Krick's" Safety Jockey Stick, illustrated. The mechanism is all inside the stick or handle and cannot displace the snap by coming in contact with the hands. The rod turns in the handle, acting as a swivel, thus avoiding the liability of unsnapping. The device attaches to the ring in the nose. The operator can stand six feet from the animal and attach or detach the snap easier than with the

**"DELTA" HAND OPEN-CUT SMOOTH FILE.**

it may be stated that the sales have now reached nearly a million and a half, and this in the face of several imitations on the market.

hands. If the stick should break it is still strong enough on the rod, assuring safety. The stick has an expensive chain, which is nec-

**"DELTA" HALF-ROUND BASTARD FILE.****"Delta Files**

The Carver File Co., known also as the Delta File Works, 3227 Frankford avenue,

essary to compensate for the motion of head, and the chain can be controlled from the rear of the stick. The device is 4 feet 9 inches

**"KRICK'S" SAFETY JOCKEY STICK.**

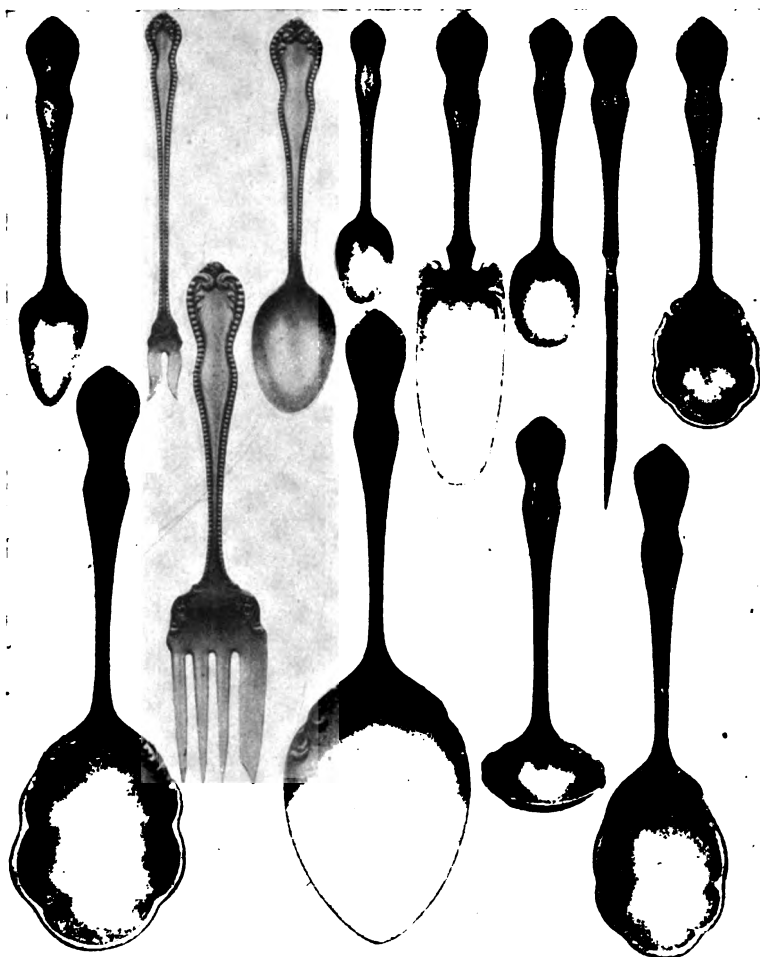
Philadelphia, Pa., are offering the trade a line of "Delta" Files, two of which are illustrated.

long, including chain, and affords safety in the handling of vicious horses and cattle.

"Yourex" Silver

The Associated Silver Co., 174 East Lake street, Chicago, Ill., are placing on the market the Solid "Yourex" Silver, several pieces of which are illustrated. The manufacturers refer to it as a new discovery in the manufacture of Silverware. It is claimed to be the only satisfactory substitute for sterling silver, and it will not tarnish as easily as sterling

The Hohfeld Mfg. Co., Philadelphia, Pa., are now displaying their new line of Hammocks for the season 1907. In addition to durability, to which the manufacturers make claim, they also state there is an attractiveness about the Hammocks which buyers will readily see. Their new catalogue will fully illustrate all their Hammocks and will soon be ready for distribution.

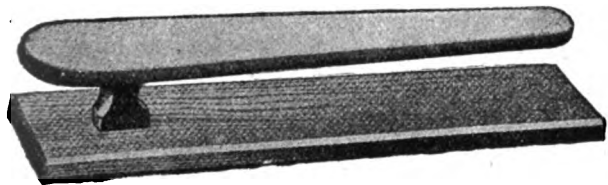
**"YOUREX" SILVER.**

silver. It is solid and not plated, hence the silver cannot wear off. It is guaranteed to wear for a lifetime. The Silver Knives are flexible and can be sharpened the same as a steel knife, and the spoons will not wear off on the bottom of the bowl and back of the handle as plated ware. The "Yourex" Silver can be cleaned with any silver polish without injury, and is made in Shell Tipped and Windsor patterns and also comes in fancy "Bertha" and "Alma" patterns.

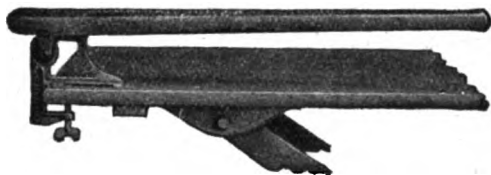
The Potter Mfg. Co., Geneva, Ohio, in their catalogue present to the trade quite a number of Hardware and household specialties. There may be mentioned Flesh Forks, wood handle Basting Spoons, Cake Turners, Mincing Knives, Carpet Stretchers, Ice Picks, Tack and Nail Hammers, Hatchets, Crosscut Saw Handles, Garden Trowels, Garden and Lawn Rakes, etc.; Garden Sets, Wall Scrapers, Tack Claws, Box Scrapers, etc.

Auxiliary Ironing Boards

The Auxiliary Ironing Board Co., Rochester, N. Y., are manufacturers of the "Veribest" Ironing Board, illustrated. It is a substantial and satisfactory auxiliary to a table or regular

**"VERIBEST" IRONING BOARD.**

ironing board for quickly and perfectly ironing sleeves, shirt waists, children's clothing and other small articles. The board has nicely rounded edges, tapering in shape, uniform at both ends, and covered with a thick piece of felt. The post or standard is made of cast

**AUXILIARY IRONING BOARD No. 3.**

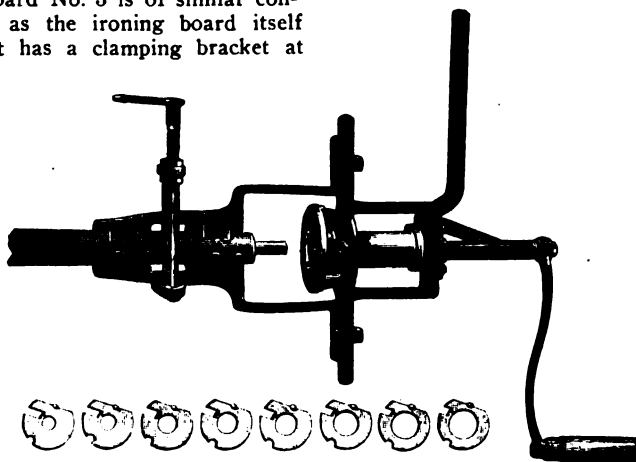
iron and has an aluminum finish to prevent rusting. It is 20 inches long, and in width ranges from $2\frac{1}{4}$ to 5 inches.

The Ironing Board No. 3 is of similar construction so far as the ironing board itself is concerned. It has a clamping bracket at

Landers, Frary & Clark, New Britain, Conn., have issued a couple of very handsome hanging signs. These are made of what is known as "Crystaloid." One of these is devoted to Butchers' Knives and is gotten up in a very attractive manner, showing the butcher knife full size upon the sign. The background is white and the printing and knife are in colors. The other sign is mottled green with background of corrugated border, and is devoted to the company's table cutlery.

"Brodhage" Spoke Tenon Machine

The Silver Mfg. Co., Salem, Ohio, are placing on the market the "Brodhage" Spoke Tenon Machine, illustrated. This machine is made of malleable iron and weighs but 11 lbs. It will, therefore, be seen that it can be carried without inconvenience and placed on the spoke of the wheel in any part of the shop. While being clamped on the spoke, it becomes centered automatically so that accurate work is assured. The clamping is strong and positive. The force feed is claimed by the manufacturers to be superior to the old screw feed formerly used on similar machines, for the reason that the capacity now depends entirely upon the desire of the operator. The length of tenon can be changed instantly to any desired length and will stay where set, insuring the uniformity of cut. Eight brass gauge plates provide for the cutting of the tenons every $\frac{1}{8}$ inch, from $\frac{3}{8}$ inch up to $1\frac{1}{4}$ inches

**"BRODHAGE" SPOKE TENON MACHINE.**

one end, and the turn back feature is of great convenience to the user, as the board can be turned up out of the way. The iron part is neatly japanned to prevent rusting. It is 20 inches long, and ranges in width from $2\frac{1}{4}$ to 5 inches.

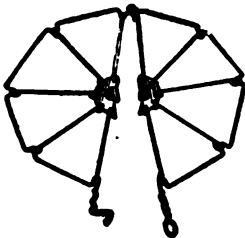
diameter. This new machine, because of its small size, its simplicity and its inexpensiveness, will be found invaluable not only in the small carriage shop, but also for repair work or small work and in large shops where power is used extensively.

"Solid Comfort" Heating and Cooking Disc

The Seed Filter & Manufacturing Co., 158½ Chambers street, New York, are offering the trade the "Solid Comfort" Heating and Cooking Disc, illustrated. This Disc is put on an ordinary gas bracket in place of a gas jet, and in appearance is somewhat like an inverted saucer. This peculiar construction enables the

**"SOLID COMFORT" HEATING AND COOKING DISC,**

device to radiate the heat downward. It is of steel and substantially constructed. It burns a blue flame with a minimum amount of gas. There is no soot or smoke. It is furnished in either nickel plate or open hearth steel finish. It can also be utilized for heating water, for shaving, cooking, making tea, coffee, etc. It also finds use for warming bed and bath-rooms. The company are placing on the market a Toasting Attachment, shown herewith,

**TOASTING ATTACHMENT.**

which can be readily put on the heating Disc. In the center of the attachment is a shoulder, and when the handles of the attachment are closed these shoulders rest on the burner tube shoulders. The handles of the attachment then spring together, keeping it in place on the burner. The heat of the disc radiates downward, toasting the bread. From two to four slices of bread can be toasted simultaneously.

The North Western Stove Repair Co., 225 West Twelfth street, Chicago, Ill., carry a very large stock of repairs for the oldest and newest stoves, ranges and furnaces. They have issued a supplement to their No. 20 catalogue, which will be sent upon request.

The Hopkins & Allen Arms Co., Norwich, Conn., have issued a very neat souvenir postal card, being a view of their factory. Inasmuch as the plant occupies the entire block it conveys to the recipient some conception of the immensity of the company's manufacturing facilities. The concern employ 800 men. The factory is well lighted and is five stories high. They also get out for free distribution to the trade a waterproof paper drinking cup. They manufacture a line of Shotguns, Rifles and Revolvers.

The Bissell Carpet Sweeper Co., Grand Rapids, Mich., with New York branch at 25 Warren street, are out with their 1906 Christmas Offer of \$1,000 in cash prizes and extra Sweepers in payment for advertising. There will be thirty prizes in all, ranging from \$3 to \$125, for the best advertisements of Bissell's "Cyco" Bearing Sweepers, written by their customers or their employees during the 1906 holiday season. Full advices concerning this cash prize contest will be ready shortly. In addition they give a Sweeper free with a specified quantity order. Particulars can be had by writing for their 1906 Christmas Offer.

Patterson, Gottfried & Hunter, Ltd., 146 Centre street, New York, have brought out several interesting circulars referring to the "Champion Twins," being the "Champion" High Low Jack and the "Champion" Automobile Repair Kit. The pamphlets are printed in two colors, copiously illustrated and gotten up in such a manner that the recipient will read them through.

C. E. Jennings & Co., 42 Murray street, New York, have ready for distribution a new catalogue of Tool Chests. Since the last previous catalogue was issued several new styles have been added, as follows: New improved empty Carpenters' Tool Chests, Electricians' Hand Tool Case, Carpenters' new Hand Tool Case and Machinists' Tool Chest. Other Tool Chests include those for boys and for mechanics, empty and also equipped with a complete set of tools. Some Chests have as few as eleven tools and run up to 52 tools. The catalogue also contains a number of illustrations of Jewelers' Tool Chests.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., in their page advertisement in this issue call attention to the 100 prizes which they are offering to Hardware merchants. The contest ends Nov. 15. The company issues a little booklet giving full information, which will be sent on request.

The H. H. Mayhew Co., Shelburne Falls, Mass., have ready for distribution catalogue No. 12 of their line of high-grade tools. The concern was established in 1856 and incorporated in 1887. The book includes Awls, Bits, Gimlets, Glass Cutters, Braces, Counter Sinks, Punches, Screw Drivers, Reamers, Nail Sets, etc.

The Superior Spring Hinge Co., 15 South Canal street, Chicago, Ill., have issued circular No. 6 of their Door Holder and Ventilation Bolts, Floor Spring Hinges, etc. The folder, in addition to giving the illustrations of these devices, also gives full descriptive particulars.

The Joseph Dixon Crucible Co., Jersey City, N. J., are sending the trade copies of a finely illustrated book entitled "Through Frisco's Furnace." Numerous half-tone views of buildings that had been through the earthquake and fire are shown. In many instances where Dixon's Silica-Graphite Paint was applied to steel construction it was found to be in a perfect, unbroken condition. In the other cases the heat was so intense as to melt off the paint and expose the white steel.

The Berger Mfg. Co., Canton, Ohio, are sending the trade Catalogue 7A of "Classik" Metal Ceilings. This is a publication of 32 pages and presents some very handsome illustrations of effects in steel ceilings. The engraver has certainly done his part well, and a great variety is shown in the numerous views presented. The pages are of a sufficient size to give the reader a good conception of the beauty of the various designs. There are also instructions regarding taking measurements for steel ceilings, etc.

"Ajax" Enameled Ware

The Jacob J. Vollrath Co., Chicago, Ill., Cheboygan, Wis., and New York City, are manufacturers of the "Ajax" Enameled Ware. They state that the sales of this line have increased enormously of late, owing to the advances made by manufacturers of one-coated ware.

The Simonds Manufacturing Co., Fitchburg, Mass., announce the death of Mr. John Simonds, who has been manager of their San Francisco store.

Barney & Berry, Springfield, Mass., in their new catalogue of Ice Skates, show their many patterns of Skates. The book contains a cipher code, relative sizes of shoes and skates, regular patterns of Ladies' and Gents' Skates, program for championship competitions, Hockey patterns, Racer, Wood-top Racers and Rocker Skates, etc. A separate pocket size catalogue is issued pertaining to their Ball Bearing Roller Skates. Detailed information is given as to the construction of same, followed by illustrations and prices of the various models. At the end of the book suggestions are given to managers for the proper conduct of a roller skating rink.

C. G. Hussey & Co., Pittsburg, Pa., have issued a catalogue calling attention to the goods which they manufacture. These include Copper in sheets, plates and rolls; Tinned Copper, Cold Rolled Leveled Copper, Polished Copper, Copper Bottoms, Pits and Flats, Cold Rolled Annealed Copper. The company was established in 1848. They have increased their capacity and have added new machinery and are prepared to make prompt shipments on special sizes. They carry a stock of regular sizes amounting to about a half million dollars, and they usually ship these sizes the same day as the order is received. They are now manufacturing Sheet Copper in rolls up to 20 inches wide and .005 inches in thickness and heavier. They now have in operation their stamping department, in which they manufacture Copper Nails and Tacks, Washers, Gaskets, etc.

The Carborundum Co., Niagara Falls, N. Y., have started construction on a large branch plant in Germany. The demands for the company's products throughout Europe have increased so rapidly that the establishment of a branch works on the Continent became necessary. The German concern will be known as the Deutsche Carborundum Works, G. m. b. h., and will be located at Reisholz, a manufacturing suburb of Dusseldorf. When completed the buildings will embody the latest improved machines for the manufacture of abrasive materials. It is expected the new works will be in operation by Jan. 1, 1907. The Carborundum Co. already has large stores in London and Berlin, and numerous agencies in all the principal cities in Europe.

Butler Bros., Chicago and New York, in their latest catalogue pay special attention to goods that will bring new business to the dealer during the holiday season. An exceedingly large variety of items in various lines of goods are enumerated, from which it would seem that a merchant can pick many good profit-bringers. Many dealers who have in years past added some outside items for the holiday trade are enthusiastic over the results accomplished.

The Swineford Co., Canton, Ohio, have issued a catalogue devoted to their line of Hay Tools. These include Hay Forks, Track Couplings, Harpoon Hay Forks, Slings, Sling Pulleys, Hay Fork Pulleys, Lawn Rakes, Barn and Door Hangers, etc.

The Buffalo Weaving & Belting Co., Buffalo, N. Y., have issued a handsome book illustrating and describing some of the many processes through which their Solid Cotton, Rubber Filled Cotton and Rubber Filled and Covered Belting pass.

The Goodwin & Kintz Co., Winsted, Conn., have brought out catalogue No. 28 of Gas and Electric Portables. The catalogue is large in size and contains many illustrations of their line of goods.

The Granite State Mowing Machine Co., Hinsdale, N. H., have issued a new catalogue of the "Granite State" Lawn Mowers, which are made in various sizes. They also manufacture a Lawn Edger and Trimmer, which is having a good sale with the trade.

Mr. A. C. Dallas has opened a store at 160 Lake street, Chicago, Ill. He will manufacture his own copper wire and cable, which will be made from absolutely pure copper and will carry a large stock of Hollow Wire Tubing, such as used in gasoline lighting systems. Mr Dallas opened the store of the Benedict-Burnham Brass & Copper Co., in Chicago, in 1901, building up a very successful business. He was secretary-treasurer and manager of the company and thoroughly familiar with its business in all its branches. This firm sold out to the Chicago Brass Co. in 1895, and he was secretary of that company until 1906, when he resigned to go into his present business. Mr. Dallas represented the Benedict-Burnham Mfg. Co. from 1895 to 1901, when it was incorporated into the Benedict-Burnham Brass & Copper Co., of which he was secretary, treasurer and manager.

Lehman Bros., 10 Bond street, New York, manufacture several varieties of Carriage Heaters, but of general construction. The small size is 12 inches long and the standard size 14 inches. These Heaters can be furnished uncovered or covered with green Brussels carpet, blue, green or maroon plush. The large size, 20 inches long, has polished brass ends and can be furnished with the same coverings as the other sizes. There are no screws, nuts or bolts used in the construction of these Heaters. Every part that is exposed or liable to get wet is made of galvanized iron or other metal that will not rust. Several forms of Heaters are supplied to meet the various requirements. In the 12-inch size there are two styles; in the 14-inch size there are nine styles, and in the 20-inch size six styles, and also one style of Florist or Van Heater. The firm also manufacture the "Lehman" prepared Coal for use in Carriage and Sleigh Heaters.

The W. B. Jarvis Co., Grand Rapids, Mich., are manufacturers of the "Jarvis" patent bait hook and the "Jarvis" fishing coat for waders. The past season was the first that these articles were offered to the general trade and the effect was a striking response. They were brought out too late last season to be properly made known to the jobbers, but quite a number of the wholesale houses have already taken them up this season, placing initial orders for next year. The company has spent a considerable amount of money familiarizing fishermen with the merits of these hooks and coat.

This Hook holds the minnow straight and in a natural position. The barb at the upper end of hook passes through the tough part of the nose. All of the pull being from this point, the hook does not pull out and the minnow cannot double up in a lump. Pickled or live minnows can be used; equally well for trolling, casting or still fishing. Fish cannot steal the bait without being hooked. It is made in Aberdeen and Carlisle. Hollow Point, extra stout, bronzed and rust proof, in single and double extra quality gut and neatly packed a half-dozen in an envelope. The "Jarvis" Fishing Coat is adapted for wear with waders and just laps at the top of them. It has accessible pockets for fly hook, leader box, pipe and tobacco, matches, extra reel, etc., and a knapsack pocket large enough for lunch or shoes. It is impossible to get contents wet without getting water into waders. It is made in army khaki, flexible and practically waterproof and 8-ounce duck. It is supplied with ringed buttons, which cannot pull off, and is furnished in sizes 36 to 48 inches.

The Shelby Spring Hinge Co., Shelby, O., have recently purchased the entire plant of the Van Wagoner Hardware Co., Cleveland, O., together with all patents, etc., on their line of Ball-Bearing, Spring Butts, Door Hinges and other Hardware specialties. Owing to the necessity of increased capacity the Shelby Spring Hinge Co. are now erecting a new building, which will be completed by the first of next month. The manufacturers, consequently, have some second-hand machinery which they wish to dispose of.

The Gem Mfg. Co., Pittsburg, Pa., are sending the trade copies of their new catalogue, which presents the company's Oilers and Torches, Flexible Shafting, Boiler Tube Cleaning Devices, etc.

The Cassady-Fairbank Mfg. Co., 6130 La Salle street, Chicago, Ill., have issued a catalogue of nearly 100 pages devoted to a line of Hardware specialties. These embrace many items, including Nut Cracks and Picks, Screw Drivers, Towel Racks, Coat and Hat Hooks, Kitchen Sets, Stove Lifters, Stove Pokers, Glove and Shoe Buttoners, Tracing Wheels, Curling and Waving Irons, Toy Banks, etc.

The Upson Nut Co., Unionville, Conn., and Cleveland, O., have brought out a 100-page catalogue, typographically attractive and arranged in such a manner as to be easy of reference to any desired article. The concern are extensive manufacturers of Bolts and Nuts of every description, Rivets, Screws, Washers, Clips, etc.

The Warwood Tool Co., Wheeling, W. Va., have issued catalogue No. 4, covering their line of Picks, Mattocks, Grub and Hazel Hoes, Miners' Tools, Wedges, Sledges, Crow Bars, Hammers, Track Tools, etc.

Patterson, Gottfried & Hunter, Limited, 146 Center street, New York, have gotten out a large, loose leaf catalogue, 7½ inches by 9 inches in size. This book, No. 77, is known as the Dealers and Jobbers Catalogue. The concern are manufacturers, importers and jobbers of Machinery, Metals, Hardware and Tools. Interspersed through the catalogue are blank pages for memoranda which the user may wish to make from time to time. It is a very creditable publication and can always be kept up to date by adding new sheets as they are brought out and eliminating sheets of old goods. Among the manufacturers represented in catalogue No. 77 are American Pulley Co., Brown & Sharpe Mfg. Co., J. M. Carpenter Tap & Die Co., Whitman & Barnes Mfg. Co.,

Billings & Spencer Co., Nicholson File Co., Diamond Saw & Stamping Co., Hill-Standard Mfg. Co., Jacobs Mfg. Co., Union Hook Co. and Abrasive Metal Co.

The Norvell-Shapleigh Hardware Co., St. Louis, Mo., have ready for the trade their fall catalogue, mention of which was made in our last issue. On the first page appears this sentiment, "A jobber's first duty is to help his customer. Prices are better than words." The usual introduction in this volume is entitled "Just a little plain talk." In this catalogue they have attempted to help their customers, according to what they consider to be their needs. The company believe it is a step in the right direction in helping the retail hardware dealers to acquire and hold a larger share of the hardware trade of his community. The catalogue, which comprises over 250 pages, is well illustrated and arranged. There are white and pink sheets used through the catalogue. The prices on the latter are net, while the prices on the white pages are list.

The Right Use of Advertising Matter

Many a dealer who is sure he ought to advertise his store more and better, but who is concerned over the question of expense, should realize that aggressive manufacturers of widely-advertised specialties offer him excellent advertising in return for the slight effort of distributing it.

Some dealers who are not buying automobiles, and who wonder how their competitors buy them, have under the counter, or down cellar, packages of expensive printed matter that would increase their sales if it reached the hands of the right people.

It is advertising matter of a good quality, much of it, full of force and selling arguments, and well illustrated. If handled properly it would not only sell the article that it talks about, but would bring people to the store who would not otherwise come.

A case in point is the experience of dealers with a new booklet furnished by the Enterprise Manufacturing Co., of Philadelphia, to promote sales of their line of household Food Choppers. Under the title of "The Cook, Her Critic, and —," it gives valuable advice to young housekeepers and suggestive hints to older ones. Dealers are supplied free, and those who have made careful use of the booklet, putting copies into the right hands, are said to have reaped a quick harvest of good sales. This company also furnishes free copies for distribution of their "Enterprising Housekeeper," which contains recipes which are economical and practical, unlike so many of the modern cook books.

West Virginia Retail Hardware Association

The West Virginia Retail Hardware Association held its first meeting at Wheeling on the 5th and 6th ult. There was a good attendance of Hardware dealers throughout the State. Sharon E. Jones, Richmond, Ind., represented the National Association. A constitution and by-laws were adopted and the following officers elected:

President, F. R. Clelland, Fairmont.

Vice-Presidents: C. D. Kyle, Wellsburg;
C. P. Moore, Ravenswood.

Secretary, J. H. Krepps, Morgantown.

meeting about the same time as that of the Northwestern Implement Dealers' Association. The Hardware dealers will open their session on February 5 and continue through the 6th and 7th. The Implement Dealers will start their meeting on the 6th and continue through the 7th and 8th. Both conventions will be held at Minot, N. D., and from advices received everything possible will be done to make the stay of the members pleasant and profitable. Secretary Barnes informs us that it will undoubtedly be the largest meeting in the history of the organization.



PRIZE "STRANSKEY" WARE DISPLAY BY LUDWIG BAUMANN & Co., NEW YORK.

Treasurer, J. H. Morgan, Morgantown.

The president appointed several committees.

Executive: H. C. Kabitzer, Wheeling; T. B. Fry, Keyser; C. P. Moore, Ravenswood, president and secretary ex-officio.

The next annual meeting will be held at Clarksburg, W. Va., February 5, 1907.

The North Dakota Retail Hardware Association, of which C. N. Barnes, Grand Forks, N. D., is secretary, will hold their next annual

Frank M. McKenney, Rockford, Ill., who is now serving his second term as president of the Illinois Retail Hardware Association, has sold his Hardware business to L. D. Ray, Belvidere, Ill. The transfer will take place on January 1 next, Mr. Ray removing to Rockford.

Some man above you may have five times your salary, but in all probability you beat him home to dinner every night in the week.

Bulletin of New Dealers

(REQUESTS FOR CATALOGUES AND INFORMATION.)

Special reports have been received at the office of the **HARDWARE DEALERS' MAGAZINE** from the following new dealers (or change in style of firms) since last bulletin, stating the goods which they handle or expect to handle. These reports are sent to us direct from the dealers themselves, and are therefore reliable. They want the latest catalogues, special circulars or price-lists relating to the classes of goods they handle. The numbers indicate classes of goods handled.

1 Builders' Hardware	12 Guns and Ammunition	24 Cabinet Hardware	35 Belting
2 Machinists' Tools	13 Building Papers	25 Horse Shoes	36 Lawn Mowers
3 Carpenters' Tools	14 General Hardware	26 Plasterers' Tools	37 Lamps
4 Cutlery & Plated Ware	15 Electrical Supplies	27 Paints and Oils	38 Oil Stoves
5 Tinware	17 Factory Supplies	28 Glass and Putty	39 Stationers' Hardware
6 Woodenware	18 Stoves and Ranges	29 Blacksmiths' Supplies	40 Refrigerators
7 Rope and Twine	19 Furnaces	30 Fishing Tackle	41 Shoe Nails, Soles, etc.
8 Pumps	20 Saddlery Hardware	31 Sporting Goods	42 Wood Mantels, etc.
9 Agricultural Goods	21 Vehicles	32 Butchers' Tools	43 Plumbers' Supplies
10 Bicycles	22 Lead and Iron Pipe	33 Hose	44 Steam Fitters' Supplies
11 House Furnishings	23 Tin Plate and Metals	34 Weather Strip	45 Yacht & Boat Hardware

Alabama

ANDALUSIA: Benson Hardware Co.

Wholesale (formerly O. L. Benson), 1 to 10, 12 to 15, 18, 20, 22 to 33, 35 to 38, 40 to 44.

EUTAW: Cook-Rogers Hardware Co.

Wholesale and retail (formerly J. W. Cook & Co.), 1 to 10, 12, 14, 18, 20 to 23, 25 to 33, 35 to 38, 40, 41, 43.

California

BERKELEY: Cooley Hardware Co., 2125 Shattuck avenue.

Retail (opened new store), 1 to 5, 7, 12, 13, 14, 24 to 27, 29, 30, 31, 33 to 36, 38, 40, 41.

LOS ANGELES: J. C. Smith & Co., 2605 Central avenue.

Retail (succeeded C. A. Carey), 1 to 5, 10, 13, 14, 18, 24, 26, 27, 28, 33, 36, 38, 40.

OAKLAND: Montgomery-White Hardware Co.

Retail (opened new store), 1 to 7, 11 to 14, 18, 24, 26, 30 to 33, 36, 38, 40, 41.

Colorado

BOULDER: Wilson Hardware Co.

Retail (formerly F. E. Wilson), 1 to 5, 8, 12, 13, 14, 18, 19, 22, 23, 25, 26, 29, 30, 32, 33, 35, 36, 38, 40, 41.

Connecticut

ROCKVILLE: Snow Hardware Co.

Retail (formerly Otis Snow), 1 to 4, 6, 7, 9 to 19, 24, 26, 27, 30 to 36, 41, 45.

Idaho

RUPERT: Rupert Hardware Co.

Retail (formerly A. B. Reis), 1, 3 to 9, 12, 14, 18, 20, 22, 23, 25, 26, 28 to 31, 33, 35, 37, 38, 40, 41, 43, 44.

Illinois

CHICAGO: Paddock Hardware Co.

Retail (formerly Paddock & Grenoble Hard-

ware Co.), 2 to 7, 10, 13, 14, 15, 19, 22, 26, 30, 31, 33, 34, 36, 38.

MAGNOLIA: J. G. Clemens.

Retail (formerly Clemens & Dugan), 1 to 5, 7, 8, 9, 12, 14, 18, 19, 20, 23, 27, 30, 31, 36, 37, 38, 40.

MATTOON: H. C. Harmany.

Retail (formerly Harmany Bros.), 1, 3, 4, 5, 7, 14, 18, 26 to 29, 34, 36, 38.

NEOGA: L. H. Woolery Hardware Co.

Retail (succeeded Sexson Bros.), 1 to 8, 11 to 14, 18, 22, 24, 26, 27, 30, 31, 36, 37, 40, 41.

QUINCY: J. L. Klemme.

Retail (succeeded A. W. Scheipering & Bro.), 1, 3 to 8, 10, 12, 13, 14, 18, 19, 20, 23, 24, 26, 30 to 34, 36, 38, 40, 41.

URBANA: J. P. Cooper & Co.

Retail (succeeded W. W. Lindley & Co.), 1 to 8, 10, 12, 13, 14, 18, 19, 22, 23, 24, 30, 31, 33, 34, 36, 38, 40, 41.

Indiana

FORT WAYNE: C. H. Chapman.

Retail (formerly Chapman & Gemeiner), 1, 3 to 8, 10, 12, 14, 18, 27, 28, 30, 33, 36, 38, 40.

INDIANAPOLIS: Miller Hardware Co., 368 Massachusetts avenue.

Retail (opened new store), 1 to 8, 10, 13, 14, 26, 27, 28, 33, 34, 36, 38.

SOUTH BEND: Chard, Price & Hauser.

Retail (formerly Studebaker & Chard), 1 to 8, 10, 12, 13, 14, 17, 18, 19, 22, 23, 24, 26 to 41.

Indian Territory

HUGO: F. M. Brooks.

Wholesale and retail (succeeded D. C. Patterson), 1 to 10, 12, 13, 14, 17, 18, 20, 21, 22, 24 to 33, 36 to 41, 43, 44.

SKIATOOK: Skiatook H'ware & Furn. Co.

Retail (succeeded C. C. Nickles), 1 to 8, 10, 12, 14, 18, 20, 24, 25, 26, 28 to 31, 38 to 41, 43.

Iowa**BATAVIA:** G. E. Davidson.

Retail (succeeded D. Y. Kennedy), 1, 3, 4, 5, 7, 8, 9, 12, 14, 18, 21, 22, 27, 36, 38.

CASTANA: John Hart.

Retail (succeeded W. H. Kennedy), 1, 3 to 10, 12, 13, 14, 18 to 26, 28, 30, 31, 33, 35 to 41, 44.

EMERSON: A. D. Sowers.

Retail (succeeded W. K. Post & Son), 1 to 7, 12, 14, 18, 26, 34, 36, 37, 38, 41.

HAWARDEN: J. E. Scott.

Retail (succeeded Louis Smith), 1 to 8, 10, 11, 12, 14, 15, 18, 19, 22, 23, 25 to 44.

MARION: Gitchell & Barnes.

Retail (succeeded Williams & Bunting), 1 to 7, 12, 14, 18, 19, 22, 23, 26, 30, 31, 33, 34, 36, 38, 40, 41, 43, 44.

MERRILL: H. A. Nigg.

Retail (succeeded J. C. Schindel) 1, 3 to 8, 11, 12, 14, 18, 19, 22, 23, 27, 28, 30, 31, 33, 36, 38, 40.

SHELBY: W. L. Miller.

Retail (formerly Antes & Miller), 1 to 7, 10, 12, 14, 18, 19, 20, 23, 24, 26 to 30, 32, 34, 35, 36, 38, 40, 41.

ZEARING: Edward Woehler.

Retail (formerly Woehler Bros.), 1, 3, 4, 5, 8, 12, 14, 18, 19, 22, 23, 26, 27, 28, 31, 36, 38, 41, 43, 44.

Kansas**CANEY:** Todd Hardware & Supply Co.

Retail (formerly John Todd), 1 to 5, 7 to 10, 12, 14, 18, 21, 26, 28 to 31, 33, 34, 36, 40, 41.

CIMARRON: Louis Robinson & Co.

Retail (succeeded F. M. Luther Hardware Co.).

HAYS CITY: H. H. Winters.

Retail (succeeded C. W. Bell), 1 to 5, 7, 11 to 14, 18, 26, 27, 28, 36, 38, 41.

OLPE: Arnoldy & Diebolt.

Retail (formerly John Diebolt), 1 to 10, 12 to 15, 18, 20 to 38, 40, 41.

Kentucky**CERULEAN:** W. R. Turner.

Retail (formerly T. O. Turner), 1, 3 to 14, 18, 21, 25, 27, 31, 37, 41.

LITCHFIELD: People's Hardware & Furniture Co.

Retail (opened new store), 1, 3 to 8, 11 to 14, 18, 20, 24, 28, 29, 31, 35, 37, 43, 44.

Maine**ELLSWORTH:** H. F. Wescott.

Retail (formerly Stratton & Wescott), 1 to 4, 7 to 10, 12 to 15, 24 to 34, 36, 40, 41, 45.

Massachusetts**CANTON:** George F. Sawyer.

Retail (opened new store), 1 to 10, 12 to 19, 25 to 36, 38, 41.

NEW BEDFORD: H. N. Quintin.

Retail (succeeded Ed. Lacroix), 1 to 7, 9, 10, 13, 14, 15, 18, 22, 23, 24, 26 to 39, 41, 42, 43, 45.

WARREN: A. S. Tucker.

Retail (succeeded S. Wetherbee), 1 to 7, 12, 13, 14, 18, 19, 20, 22, 23, 26, 27, 28, 30, 32 to 36, 38, 41.

Michigan**SAGINAW:** Buckhout Hardware Co.

Retail (formerly Byron B. Buckhout), 1, 2, 3, 5 to 8, 10, 13, 14, 27, 28, 29, 32, 36, 40.

Mississippi**MERIDIAN:** Jno. B. Carden.

Retail (opened new store), 1 to 9, 11, 12, 14, 18, 24, 26, 29 to 33, 36, 41.

Missouri**MAYWOOD:** Casson & Barr.

Retail (succeeded Garkie Bros.), 1 to 9, 12 to 15, 18, 19, 21, 22, 26, 27, 28, 30 to 38, 40, 41, 44.

RICHARDS: Cain & Kramer.

Retail (formerly Kramer & Firestone), 1 to 10, 12, 13, 14, 18, 20 to 31, 33, 36, 37, 38, 40, 41, 43.

Nebraska**BYRON:** C. F. Voss.

Retail (succeeded F. W. Brown), 1 to 7, 10, 12, 13, 14, 18, 19, 20, 23 to 30, 32, 36, 38, 39, 41.

SCRIBNER: Hoffmann Hardware Co.

Retail (succeeded C. W. Marquardt), 1 to 8, 11, 12, 14, 18, 19, 22 to 31.

WEEPING WATER: M. J. Wickersham.

Retail (succeeded H. E. Mason), 1 to 7, 10, 12, 14, 18, 19, 20, 23 to 38, 40, 41.

New Mexico**TEXICO:** Pecos Hardware & Furniture Co.

Retail (succeeded Bennett Bros.), 1 to 10, 12, 13, 14, 18 to 23, 25, 29, 31, 32, 33, 37, 38, 40, 41, 43, 44.

New York**CANAJOHARIE:** L. Wm. H. Klinkhart.

Retail (formerly The Klinkhart-St. John Co), 1, 3 to 8, 10, 12 to 15, 18, 19, 22 to 26, 30 to 34, 36, 38, 40, 43, 44.

HEMPSTEAD, L. I.: James & Hawkins.

Retail (opened new branch store), 1, 3 to 7, 9, 10, 12 to 15, 20, 24 to 29, 33, 34, 36, 37.

LIBERTY: Monroe Hardware Co.

Retail (formerly Monroe, Westbrook & Co.), 1 to 7, 9, 10, 13, 14, 18, 19, 23, 26 to 29, 32 to 38, 40, 41, 43.

WATERTOWN: Spratt, Corcoran & Foley Co.

Retail (formerly Spratt & Corcoran), 4, 5, 6, 8, 10, 18, 19, 22, 23, 33, 36, 38, 40, 43.

Oklahoma Territory**CHEROKEE:** F. P. Devin & Son.

Retail (succeeded Harper & Leslie), 1 to 9, 11 to 14, 18, 20 to 34, 36, 37, 38, 40, 41, 43, 44.

HEDRICK: Bonebrake-Hightower Co.

Retail (opened new store), 1 to 9, 12, 13, 14, 18, 20, 21, 22, 25, 26, 27, 29, 33, 36, 37, 38, 40, 41, 43, 44.

PRAGUE: Walker Bros.

Retail (succeeded R. M. Crow), 1 to 5, 7, 12, 14, 18, 19, 22, 25, 26, 29, 32, 35, 37 to 41, 44.

Washington**EVERETT:** Childs & Christianson.

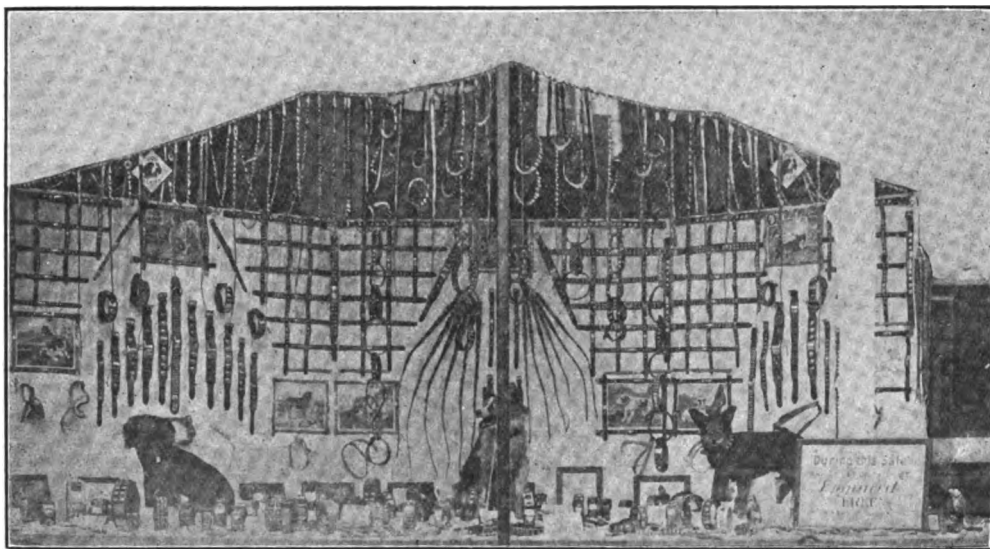
Retail (succeeded Central Hardware Co.), 1 to 7, 10, 13, 14, 18, 24, 26, 33, 36, 37, 38, 41.

OLYMPIA: Martin Hardware Co.

Retail (formerly George Martin & Son), 1 to 8, 13, 14, 18, 22, 23, 27, 28, 29, 33, 36, 41, 43, 44, 45.

OUTLOOK: Lee A. Johnson.

Retail (opened new branch store), 1 to 10, 12, 13, 14, 18, 19, 21, 22, 26, 27, 28, 30, 31, 33, 36, 38, 43.



DOG COLLAR WINDOW DISPLAY BY ALBANY HARDWARE & IRON CO., ALBANY, N. Y.

South Carolina**LAURENS:** J. H. & L. Nash.

Retail (succeeded W. L. Boyd, Agt.), 1 to 7, 9, 12, 14, 24 to 29, 31, 32, 33, 41.

Texas**ARLINGTON:** J. P. Jones & Co.

Retail (formerly J. P. Jones), 10, 14, 18, 38.

MAY: May Mercantile Co.

Retail (succeeded J. S. Harlow & Co.), 1, 3 to 9, 12, 14, 18, 20, 21, 22, 30, 33, 37, 41.

Virginia**CLIFTON FORGE:** W. K. Smith Hardware Co.

Wholesale and retail (succeeded Smith & McKinney Hardware Co.), 1 to 10, 12, 13, 14, 18, 20 to 23, 25 to 31, 33 to 38, 40 to 44.

STUART: T. L. Clark Hardware Co., Inc.

Retail (consolidated with Stedman-Wimbush Co.), 1 to 10, 12, 13, 14, 18, 20 to 31, 33, 35 to 42.

Dog Collar Window Display

The Albany Hardware & Iron Co., Albany, N. Y., recently had an interesting window display of Dog Collars, Whips, Leads and accessories. The upper part of the window, which is not clear, is a canopy made of leads and chains laced together and the collars are suspended from same. In the background are some dog pictures with dog collars for frames. Three stuffed canines, with a large number of collars, make up the floor display. Myron T. Kinney, who got up the display, remarks that it attracted marked attention and increased the sales of goods displayed.

You may be as full of ideas as an egg is of meat, and yet the other fellow will think of things that never occurred to you. Study the methods of every live merchant whose business is within reach.

Inquiries for Goods

Manufacturers or dealers knowing from whom the following goods can be obtained will bestow a favor on the inquirers by sending the information to this office:

KNOB SPINDLES.

"ROBERTS'" BORING MACHINES.

"METROPOLITAN" MOUSE TRAPS.

"STAR" BRAND GALVANIZED IRON RIVETS.

"DE FOREST" SHOOK HANGER.

"SAMPSON" PUNCH.

CHAIR SEATS.

FURRIERS' TOOLS.

"MILLER'S" ANTI-FRICTION BABBITT METAL.

"IRON CHEST LOCKS WITH BELLS 3 INCHES."

HAND SAW SCREWS; A LARGE QUANTITY.

COMBINATION SHEET IRON OR AIR-TIGHT STOVE THAT BURNS COAL, WOOD AND NATURAL GAS.

A CONCERN THAT MAKES WIRE FENCING WITH MESH ABOUT 4 INCHES SQUARE THROUGHOUT.

STOVE REPAIRS

Write for
Catalog No. 4

Manufacturers' Stove Repair Co., Chicago, Ill.

PAPER HANGERS' TOOLS; A COMPLETE LINE.

FITTINGS IN THE LINE OF COUNTERPOISE FOR A SCUTTLE COVER.

Who makes a horse hitching post with a dirt screw end, made of 2 or 2½-inch pipe with ball top?

We have received so many other inquiries for various goods, answers to which have been made by mail, that we have not the room to publish them.

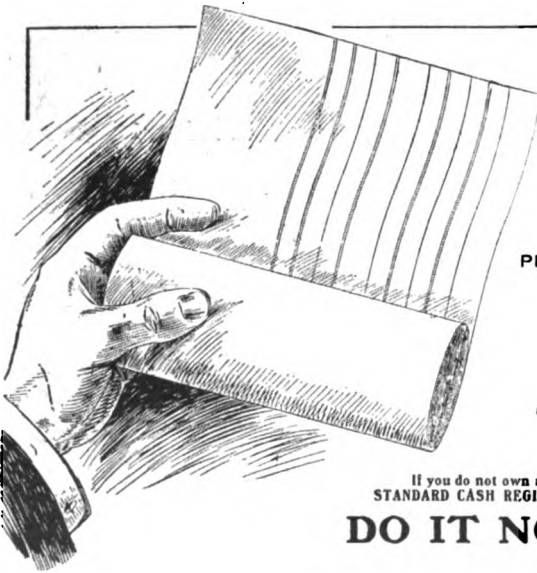
Established 1842

Briggs Bronzene

BEST BRONZE GREEN PAINT MADE

Paste and Liquid Forms
FOR BLINDS AND STORE FRONTS
Send for Color Cards and Prices

John Briggs & Company
BOSTON, MASS.



Cash Register Paper for All Kinds of Registers

Mail us your orders
Only first class Stock used

PRICES AND QUALITY GUARANTEED

Write for
Catalogue
and Price List

If you do not own a
STANDARD CASH REGISTER

DO IT NOW

WE HAVE THEM IN OPERATION TWELVE YEARS WITHOUT REPAIRS.

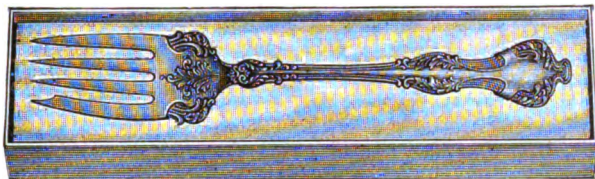
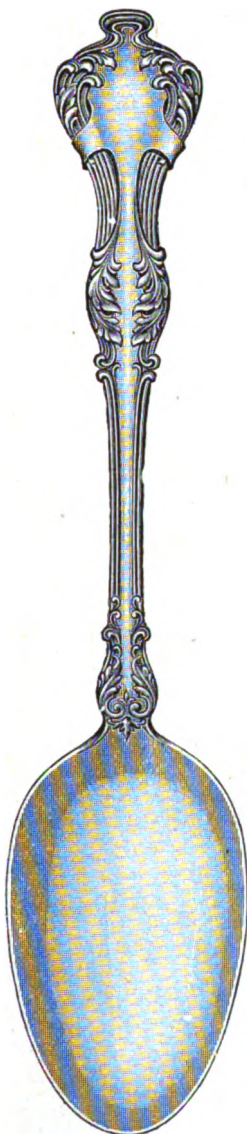
STANDARD CASH REGISTER CO.

Wabash, Indiana, U. S. A.



Price like this cut . . . \$30.00
No. 1, same mechanism, plain top . . . 25.00

Guaranteed for two years.
Five per cent off cash with order



THE "CREST" is the latest pattern we have placed upon the market. We produce a full line in this design, both staple and fancy pieces, which may be obtained of us direct or of the leading jobbers.

The "CREST," like all goods bearing the stamp

★ Rogers & Bro. A-1

may be relied upon as being thoroughly reliable, honest in workmanship, satisfactory to the dealer and his customer. The reputation of the Old Reliable "STAR (★) BRAND" has stood the test of the years.

We are always glad to help the dealer advertise our goods and, upon request, will supply cuts and printed matter without cost.

INTERNATIONAL SILVER CO.
Successor to

ROGERS & BROTHER
WATERBURY, CONN.

New York Warerooms, 9-11-13 Maiden Lane

Snow Flake Axle Grease

TRADE MARK

The Grease to Buy

The Grease to Sell

The Grease to Use

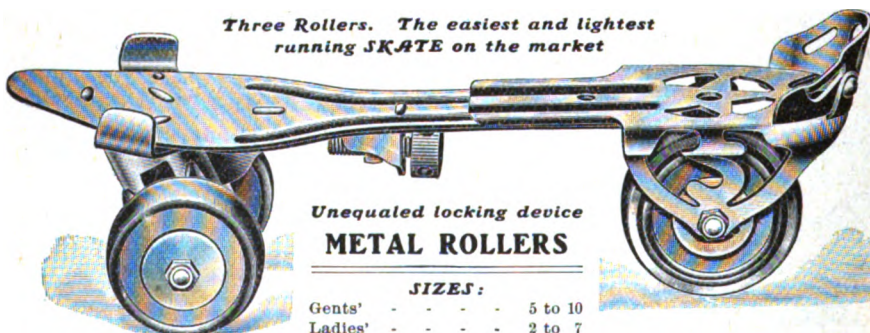
The Snow Flake Axle Grease Company

MANUFACTURERS

FITCHBURG, MASS.

The Greatest Skate on Earth

Three Rollers. The easiest and lightest running SKATE on the market



Unequaled locking device

METAL ROLLERS

SIZES:

Gents' - - - - -	5 to 10
Ladies' - - - - -	2 to 7

This Skate is provided with a spiral-compression-spring action encased in the barrel carrying the front truck, insuring uniformity of tension and action during the entire life of the skate. The rear roller immediately follows in any direction given the front truck by the skater, like the rear wheel of a bicycle. We solicit rink trade. Write for catalogue and terms.

Chicago Roller Skate Co.

65 SOUTH CANAL STREET
CHICAGO, ILL., U.S.A.



**GET NEXT TO A LINE OF PUMPS
THAT SELL QUICKLY.**

Simple and perfect in construction and moderate in price.

Drop us a postal and get next.

THE HAWKEYE PUMP CO.,

Washington, Iowa.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

WHY NOT RAISE THE PRICE?

With a can of **Wynn's Black Silk Stove Polish**, a brush, and a little "elbow grease" you can add several dollars to the attractiveness of any stove or range. We need not remind you that additional attractiveness and increased salability are "twins." If you will ask us for a copy of a small, high-power circular we will gladly send you some exceedingly "unsettling" facts concerning stove polishing possibilities.

BLACK SILK STOVE POLISH WORKS

Office and Warerooms:
 23 Warren Street, New York, U. S. A.
 97 Blackstone Street, Boston, U. S. A.
 Factory at Sterling, Illinois, U. S. A.

WINDOW SIGNS



A Specimen Transfer Window Sign.

We make the attractive, easy-to-mount kind demanded by the dealer.

The kind that ornaments the door or store front as well as advertises the goods handled by the retailer.

Our method pays both manufacturer and dealer alike, nothing so good as our

READY TO MOUNT SIGNS

(Paint and Gold Effects)

Successful Salesmen Should Never be Without Them
 Samples, Prices and Original Designs Submitted Free

154-158 Lake
 Street

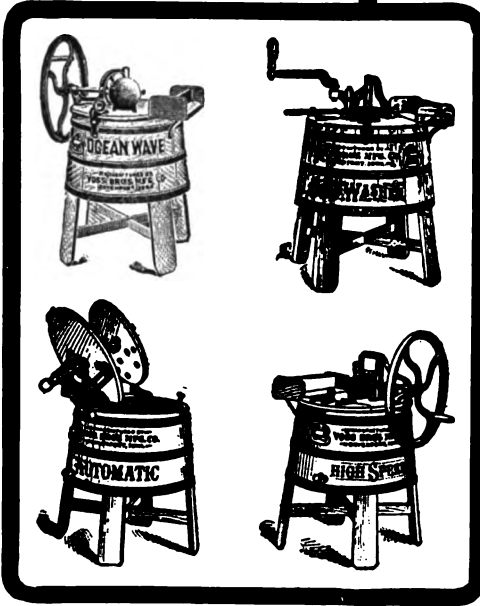
U.S. DECALCOMANIA CO.

CHICAGO

The long experience of its management is at your disposal

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

THE VOSS LINE OF WASHERS



**500,000 OCEAN
WAVES IN USE**

Are you interested in a line of Washers that is *sold Exclusively* to the *RETAIL MERCHANT*, and that fully protects you from MAIL ORDER and CATALOGUE HOUSE competition?

Our *Exclusive Agency* proposition should interest you. Write today.

VOSS BROS. MFG. CO.
1326-32 WEST THIRD STREET
DAVENPORT, IOWA

Can You Move a Hot Stove?

Hot or cold, big or little, the Baltzly will move them so easy you will hate to take the money.

Made of steel. Not expensive. A postal will put you in touch with 400 articles that will bring the people and their dollars into your store. Write now before you forget it.



Arcade Mfg. Co., Freeport, Ill.



Model '93 Large Caliber Rifle. When the crash of the fleeing buck and doe makes your heart jump and brings your gun with a jerk to your shoulder,

and your eye follows those good *Marlin* sights as you lead the white flag for a shot, it's a comfort to know the gun is going to do its part.

Marlin Model '93s are sure-fire and accurate. All *Marlin* rifles are simple, strong, easy to carry and have that balance which makes you shoot well.

Marlin '93 rifles are made in calibers .25-36 to .38-55. They are getting the best re-

sults everywhere at big game, from Virginia deer to Kadiak bear.

The barrels are of "Special Smokeless Steel," the best obtainable, and are rifled deep and severely tested.

The working parts are all of drop-forged steel blocks cut to simple patterns. All *Marlin* parts are interchangeable.

The *Marlin* solid top is accident insurance of the best kind. The *Marlin* side ejection throws the shell aside, not into the line of sight or into the eyes.

These and many other valuable Marlin features are fully explained in our handsome Catalog. Sent FREE upon receipt of six cents in stamps.

Remember all *Marlin* Rifles are proved and tested for safety. Safe, sure and strong! What more can we say to the hunter of big and dangerous game?

The Marlin Firearms Co., 21 Willow St., New Haven, Ct.



For a Powerful Organ-like Tone the New

M. Hohner "TRUMPET CALL" Harmonica

Surpasses any mouth-organ that has ever been placed on the market.

No. 220. This instrument which has lately been offered to the trade, is endowed with a phenomenal amount of tone power. The reeds are directly connected with a wooden sound-box, into which the tone passes, and finds an outlet through five Brass Trumpet Horns which protrude from the box. No Harmonica of this kind has ever been shown to the trade before, nor is there any which increases the tone so wonderfully. In the hands of an expert player this instrument can be made to sound like a church organ. In producing this instrument the house of Hohner has again shown great results from its constant effort to bring the Harmonica on the level with a high-class musical instrument. The mouth-organ has 10 double holes, 40 reeds, brass plates and is full concert.

M. HOHNER, 475 Broadway, NEW YORK 76 York St., Toronto, Canada

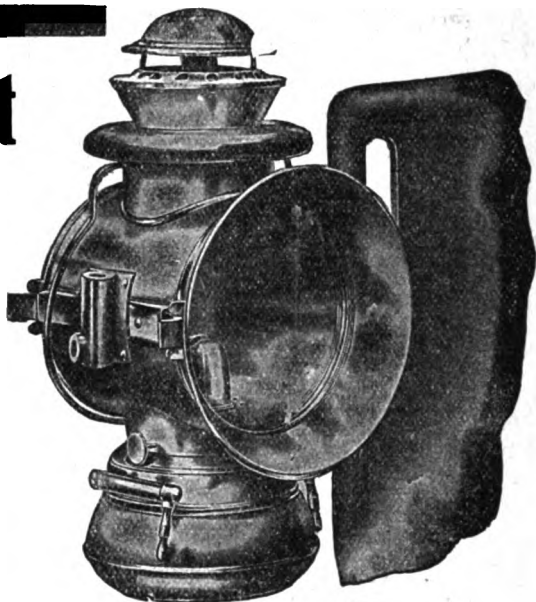
A Fine Light Under All Conditions

It matters not how hard the wind blows or how rough the roads are, Ham's Diamond Driving Lamp is built to stand the test.

It is handsome in appearance and is a great seller.

If any one of your customers who buys a Diamond Driving Lamp is not satisfied, kindly notify us, as we guarantee satisfaction.

Get our Booklet, Address Dept. "L."



C. T. HAM MFG. CO.
Rochester, N. Y.

WE OFFER TO THE TRADE OUR NEW

1907 LINE OF HAMMOCKS

In preparing this line, we have borne in mind every point of strength and every selling advantage, and would only supplement our announcement with the fact that our 1907 line is the result of our efforts to ever keep at the pinnacle of the hammock industry.

WE ALSO OFFER OUR NEW

Eclat Adjustable Hammock Swing

This fills a long felt want. It is a new and ideal device, original with us, for the hanging of a hammock from the ceiling of your porch or den. By it the greatest hammock comfort is obtained.

Write us and we will mail you pamphlet fully explaining and illustrating

HOHLFELD MANUFACTURING COMPANY
8th and DAUPHIN STREETS, PHILADELPHIA



Beware of infringing goods of short measure.

CARY'S Universal Box Strapping

Also manufacturers of all kinds of Wire Box Strapping, Corner Fasteners, Etc.

CARY MANUFACTURING CO.

19 and 21 Roosevelt St., NEW YORK

Cable Address: "CARLEIO"

Telephone: 1445 FRANKLIN



ROLLMAN CHOPPER

50¢ ~ 75¢ ~ \$1.50

The Best at the Price.

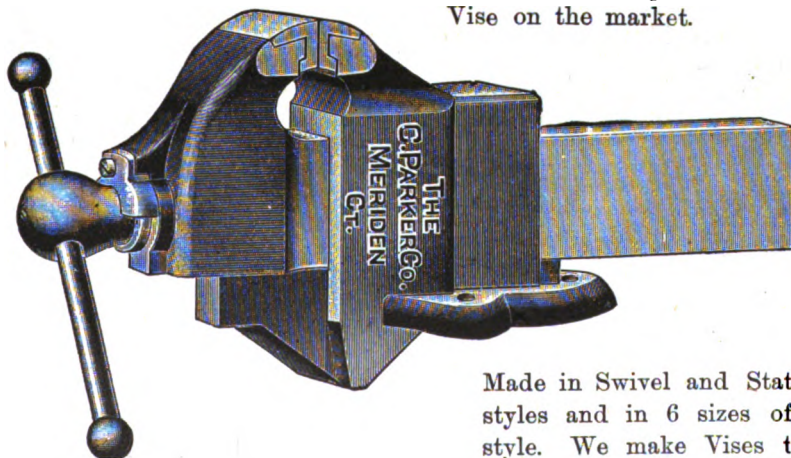
Sample to dealers at wholesale price.
Express prepaid. Catalogue free.

ROLLMAN MFG. CO. MT. JOY, PA.

THE BEST AND LATEST IN VISES

The Parker Reinforced Slide

Solid Steel Bar running entire length of slide, making it the strongest
Vise on the market.



Made in Swivel and Stationary
styles and in 6 sizes of each
style. We make Vises to suit

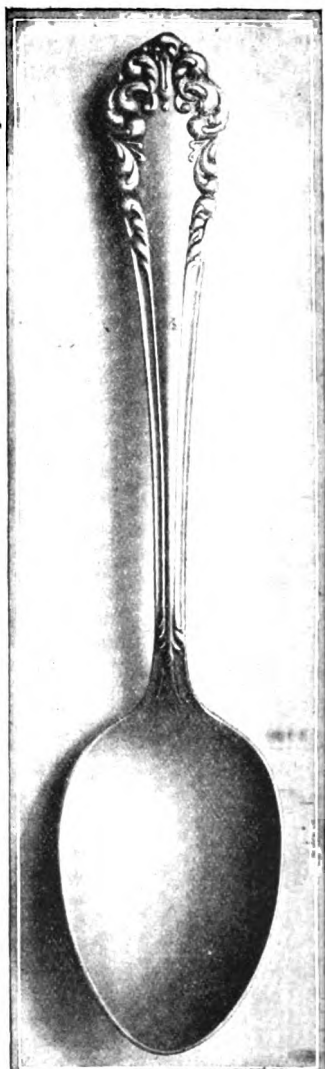
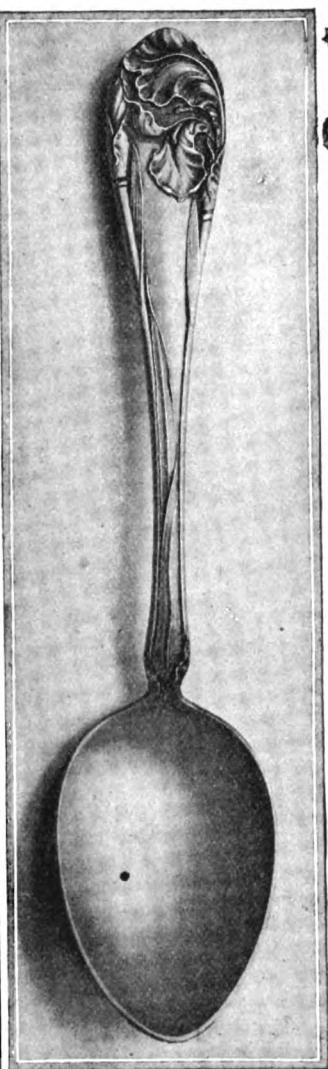
all trades and in all sizes, and when you buy a PARKER you get the Best.

THE CHARLES PARKER COMPANY,

N. Y. Salesroom, 32 Warren St.

Factories, Meriden, Conn.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



YOUR TABLE SILVER

*should have the
heaviest possible plate
of pure silver, at a
moderate price.*

**Community
Silver *Has.***

U. S. Government Assayer's test showed that Community Silver Teaspoons have an ounce more pure silver than any other make.

Ask Your Dealer

ONEIDA COMMUNITY, LTD.
ONEIDA, N.Y.

FOUNDED IN 1848

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE VOLUME OF PUBLICITY planned for Community Silver the coming season marks an epoch in silverware advertising. Its range will sweep the whole magazine field. Pages and pages of advertising will force

COMMUNITY SILVER

on the attention of everyone.

The advertisement on the opposite page is one of an extensive series which will appear in the leading magazines throughout the Fall.

For the dealer a new catalogue will be ready about October 15th. The richest and most elaborate ever prepared. Trade helps of unusual excellence are being provided. Send for them.

ONEIDA COMMUNITY, LTD

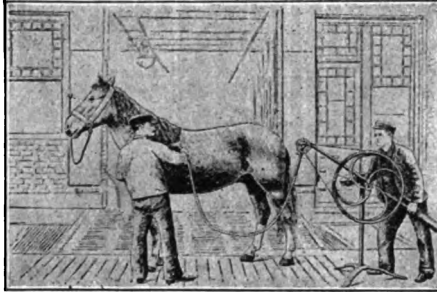
ONEIDA, N. Y.

Founded 1848

New York Salesroom: 395 Broadway.

THE CELEBRATED Gillette Horse Clipping and Grooming Machines

¶ We are the only manufacturers in the world that make and sell Horse Clipping and Grooming Machines *only*. We do not make anything but Horse Clipping and Grooming Machines. *We have no Hardware Specialties.*



¶ We are so far in advance of other Machines in improvements *that we really have no competitors.* Gillette Machines give satisfaction in every way.

¶ Our claim is as broad as words can make it: The Gillette Clipping and Grooming Machine is *better than any other Clipping and Grooming Machine in every particular.*

¶ Send for our 1907 Catalogue and read about our New Patent Chain and Grooming Brush.

GILLETTE CLIPPING MACHINE COMPANY
110, 112, 114 W. 32d St., New York, N. Y.

Priest's Clippers

THAT'S
SUFFICIENT



Catalogue on Application

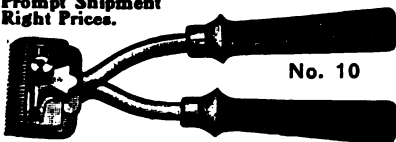
AMERICAN SHEARER MFG. CO.
Nashua, N. H., U. S. A.

Wiebusch & Hilger, Ltd., Selling Agents
9-15 Murray St., New York City

HOTCHKISS CLIPPERS

Standard Quality
and Workmanship
Guaranteed.
Prompt Shipment
Right Prices.

Simple in Design
Elegant in Finish

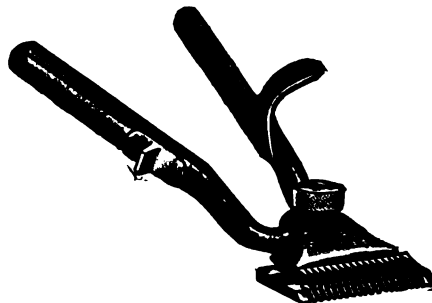


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Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS
Railroad Ave., BRIDGEPORT, CONN.

GATES Yankee Clipper



A SHEET METAL DANDY

Coates Clipper Mfg. Co.,
Worcester, Mass.

J. H. GRAHAM & CO., NEW YORK,
Selling Agents.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Founded in 1828
But always Up-to-Date

Baeder, Adamson & Co.

PHILADELPHIA
NEW YORK
BOSTON
CHICAGO

Manufacturers of
Sand Papers

IN EVERY FORM

Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

You take no risk on the Quality
We make only the Best!

Take Two Clean Brushes

DIP one in ordinary paint. Try a few strokes with it. Then try the other brush in LUCAS TINTED GLOSS PAINT.

See the difference?

It flows smoother—covers better.

That means that a job of painting will be finished sooner, and the consumer will save expensive labor bills.

LUCAS TINTED GLOSS contains better pigments, better mixing, and the test of time will readily prove its greater durability.

Mr. Dealer, it is to your advantage to handle an article that will last—something that will give your customers every satisfaction, and the only way in which you can secure this is to be sure of the quality.

Shall we send you our paint proposition?

JOHN LUCAS & CO.

Philadelphia

NEW YORK

CHICAGO

Now is the Time

TO
PLACE YOUR ORDERS
FOR

AD=EL=ITE

**PAINT AND
VARNISH
REMOVER**

THE MOST WIDELY KNOWN
AND USED PAINT AND VARNISH
REMOVER ON THE MARKET

It is the brand that first called the public's attention to the wonderful merits of Paint and Varnish Remover as a time and labor saver.

AD-EL-ITE is manufactured under Basic Patent No. 714,880, which fully protects all dealers and users of AD-EL-ITE.

We are just starting an extensive advertising campaign on AD-EL-ITE. Now is the time to put in a stock and build up a permanent and profitable business.

Ask your jobber about it, or write us direct.

Adams & Elting Co.

CHICAGO, ILL.

Sta. 1.



STOVE POLISH

LIQUID-PASTE-POWDER

High-Grade Polishes which Polish

SEND FOR FREE SAMPLE

STOVE POLISH
for the
MANUFACTURER

STOVE POLISH
for the
DEALER

STOVE POLISH
for the
HOME

Give satisfaction and pay you good profit.

WRITE FOR QUOTATIONS AND CATALOG

A-B Polish Company

SUCCESSORS TO AYLING BROS.

CHICAGO, ILL., U. S. A.

EVERYTHING FOR

AUTOMOBILE
Dealers and Owners.

Our Catalog No. 43

Fully illustrates everything of merit,
quality, novelty or necessity, in
wide variety for the
Automobile or Owner.

BICYCLE
Dealers and Builders.

Bicycle Catalog No. 53

The most complete and carefully select-
ed line of guaranteed Tires and Bicycles,
and all standard up-to-date
Supplies and Tools.

BED ROCK PRICES. PROMPT SHIPMENTS.

EXCELSIOR SUPPLY CO., CHICAGO, ILL.

ESTABLISHED 1876.

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THE FRAZER

BEST IN THE WORLD

Always Uniform Often Imitated Never Equalled
Known Everywhere No Talk Required to Sell It

GOOD GREASE MAKES TRADE
CHEAP GREASE KILLS TRADE



For Sale by All Jobbers
SEND FOR PRICE LIST

FRAZER LUBRICATOR CO., 83 Murray St., N. Y.

ESTABLISHED 1886



OX FIBRE BRUSH CO.

CHICAGO, ILL.



The Brushes of Quality, Durability and Strength

Over 300 styles of solid back Horse, Scrub, Stove, Barn Brooms, Sweepers, etc., made in all grades of best selected fibre.

Ask Jobber for them.

If they haven't them, send for new illustrated catalogue.

Every brush *guaranteed* to give satisfaction.

Gerstendorfer Bros.' Decorative Goods.

A clean, attractive and complete line. Every package sold means a good, round profit to you (100% on your investment in nearly every case), and a pleased customer. For over twenty-five years we have put all our energy, brains and push into it, and our "special goods for special purposes" are to-day found in the stores of nine out of ten progressive dealers throughout the country.

Our advertisements will appear, during the current year, in leading magazines, as well as in newspapers, and will reach upward of 20,000,000 readers. Attractive display pieces showing the actual results of decorating with our goods, sent free with first order.

"OUR FAVORITE" GOLD ENAMEL (WASHABLE). Smooth and brilliant as gold leaf.

"STAR" DECORATIVE ENAMEL. In White and Colors.

"SAPOLIN" VARNISH STAIN. Brilliant and Transparent.

"STAR" BATHTUB ENAMEL. A Liquid Porcelain.

"SAPOLIN" FLOOR STAIN. Tough and durable.

"JAPANESE GOLD PAINT" (READY MIXED). Bright as real gold.

"SAPOLIN" RADIATOR GOLD AND SILVER (ALUMINUM). Easily applied.

"SAPOLIN" STOVE PIPE ENAMEL. Brilliant, permanent black.

"SAPOLIN" ALUMINUM ENAMEL. Bright Silver finish.

BRONZE-POWDERS AND BRONZING LIQUIDS. In all qualities.

The merits of these well-known goods are recognized. They sell all the year round. Will increase your sales and profits. Have you seen our new catalogue, 24th edition? If not, let us send you a copy.

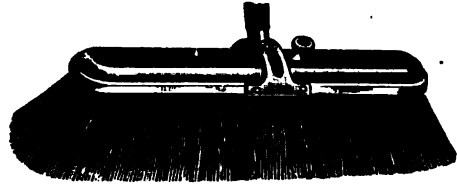
GERSTENDORFER BROS., Dept. M, 231-5 E. 42d Street, New York

DUSTLESS SWEEPING

WITHOUT OILING YOUR FLOOR

OUR RESERVOIR BRUSH

deadens the dust as you sweep. It makes its own dustless powder out of the dust and grit on the floor.



It keeps the floor fresh and clean, and makes scrubbing unnecessary.
USED BY OVER 100,000 MERCHANTS AND 6,000 SCHOOLS

SEND FOR TRIAL BRUSH ON
APPROVAL, EXPRESS PREPAID
Liberal Discounts on Quantities

MILWAUKEE DUSTLESS BRUSH CO.

120 SYCAMORE ST., MILWAUKEE, WIS.

Selling More Axle Grease

The axle grease that will give your customers the best service and most satisfaction is the kind you will find most profitable to handle.

Dixon's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get Price List 55-I.

JOSEPH DIXON CRUCIBLE CO.

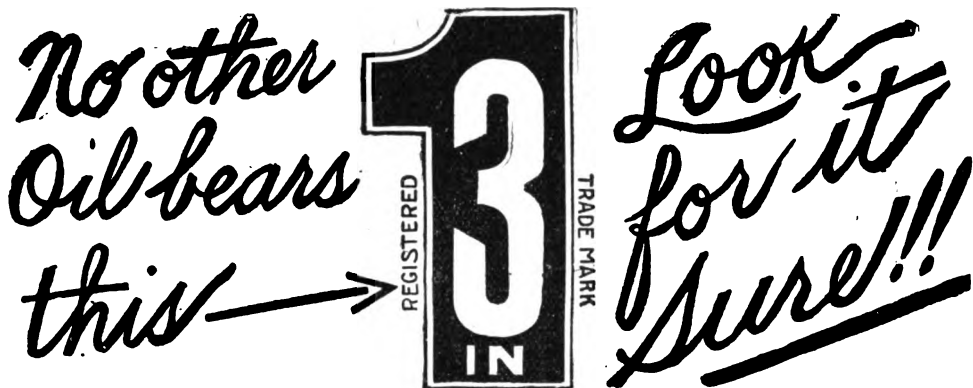
JERSEY CITY, N. J.

"NICE" LIQUID WOOD FILLERS**Varnishes, Paints, Stains and Enamels**

With these you can get and hold the trade that is rightfully yours. They make friends for the dealer

SEND FOR BOOKLET

Eugene E. Nice : 272-274 South Second Street : Philadelphia



This trade mark is printed in RED on every label of every bottle of "3-in-One." Also on the outside of every package. Other oils dare not imitate it. They may try, in fact they do try to imitate the oil itself—but they only try. Beware of infringements and articles "said" to be "just as good." Get the real, the only "3-in-One."

SOLD BY ALL JOBBERS

G. W. COLE COMPANY, Manufacturers
141-145 Broadway, New York

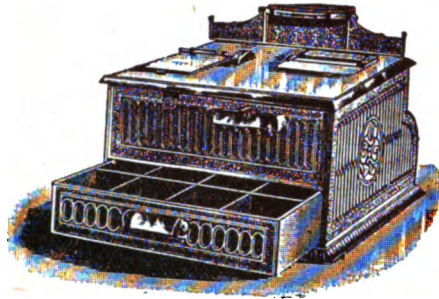
THE TOP OF A STEEL KEG OF

Iron Clad White Lead

is good; the middle is good, and clear down to the last atom in the steel keg is good. It is all good and the tight steel package keeps it good. Ask us.

ENTERPRISE PAINT MFG. CO., Chicago, U. S. A.

THE SECURITY CASH RECORDERS



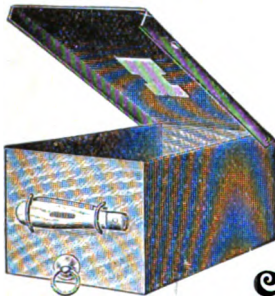
Create System, Hasten Success,
Guarantee Safety.

We manufacture 12 different styles

Illustrated catalogue sent on request

THE
HOUGH CASH RECORDER CO.
INDIAN ORCHARD, MASS., U.S.A.

FREE BOXING LESSONS



Every issue of this magazine meets the eyes of numerous Hardware men who are contemplating changes in their store accommodations. Such changes usually involving Shelving and, of course, Shelf Boxes, and this brings us to our subject, viz.:

THE "PERFECT" SHELF BOX

For attractively displaying Shelf Stock, for absolutely protecting it from damaging dust, dirt and dampness, for its notable saving of space and for numerous other advantages,

THE "PERFECT" SHELF BOX

is without a rival.

The circular I shall be pleased to mail you clearly demonstrates all of these claims.

C. P. MOORE, RAVENSWOOD, W. VA.

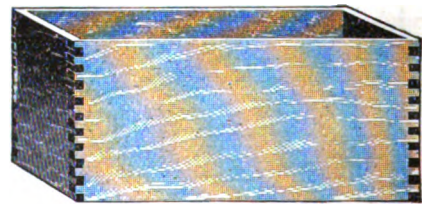
SHELF BOXES

TO ORDER

HENRY H. SHEIP MFG. CO.

Columbia Ave. and Randolph St., Philadelphia, Pa.

INTERCHANGEABLE LOCK-CORNER SHELF BOXES FOR THE HARDWARE TRADE.



THE A. H. GREEN CO.,
97-101 Warren St., NEW YORK.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS

NOISELESS.
CUSHION TIRE.

Best and Most Complete in the Market.
Write for Descriptive Circular and Prices.

MFGS.

Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World



Steel
Nickel Plated
Show Case
Brackets

NASHUA TILL CO.
MANUFACTURERS OF
Alarm Cash Drawers
Nashua, N. H., U. S. A.

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"STEP UP"**BE MODERN**

Equip your Store with

**MILBRADT
ROLLING
STEP
LADDERS**

They cost but little and enable you to utilize space now vacant. Save your goods and fixtures. Save time and clerk hire. Add to the beauty of your Store. We make Ladders to Order and to fit any shelf arrangement.

**MILBRADT
MFG. CO.**

1445 N. Eighth St.
St. Louis, Mo.

**WILEY'S WAXENE ANTISEPTIC
AND GERM PROOF**

BEST IN THE WORLD FOR

**Kitchen Floors and all Hardwood Floors, Linoleums,
Oil Cloths and Furniture in Public Buildings,
Halls, Hospitals, Houses, Etc.**

Waxene is to the woodwork of a house what stove polish is to the stove. If your varnished or shellacked surfaces are scratched or marred, Waxene will restore the surfaces. You can apply it yourself. Sold and used everywhere.

MANUFACTURED BY

I. H. WILEY WAXENE CO.
69 Sudbury Street, Boston, Mass., U. S. A.

SEND FOR NO. 22 CATALOGUE
Coburn Trolley Track Mfg. Co.
HOLYOKE, MASS.

**ROLLING STEP
Ladders for Stores**

No modern store is equipped up-to-date without the

**BICYCLE
STEP LADDERS**

as part of its outfit.

We make Ladders to turn corners; to fit all kinds of uneven shelving; to work where floor is slanting; to fit any special requirements—and more Ladders than all other houses combined.

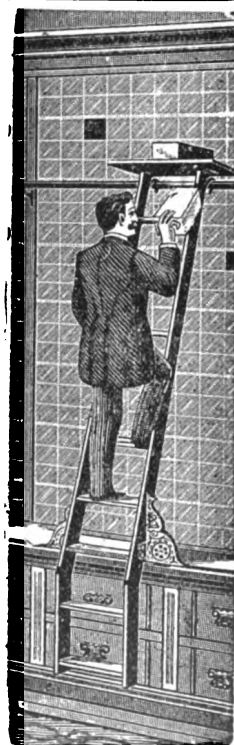
Ask about the new noiseless track.

CIRCULARS FOR THE ASKING

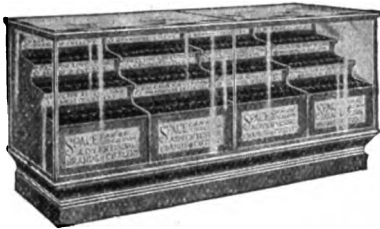
**THE BICYCLE
STEP LADDER CO.**

65 Randolph Street
Chicago, Ill.

EASTERN AGENTS **H. N. YOUNGS, 145 W. 104th St., N.Y. City**



ONE THOUSAND CASES IN STOCK READY FOR SHIPMENT



"Crackerjack" Cutlery Case No. 97

OF ALL STYLES AND SIZES, TO MEET YOUR NEEDS

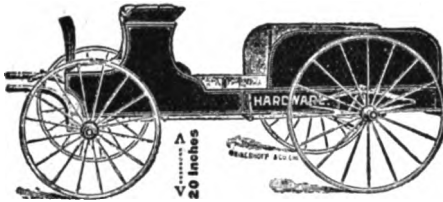
We have at all times on hand the largest stock of cases of any fixture firm in the country. Our plant is the largest and our experience also the widest, so that we are at all times prepared to outfit you on lines absolutely up-to-date and practical. Send for our catalogues and consult us freely.

GRAND RAPIDS SHOW CASE CO.

The Largest Show Case Plant in the World.

GRAND RAPIDS, MICH.

Up-to-Date Hardware Delivery Wagon



for progressive hardware dealers. Easy to load and light of draft. Built upon honor in the highest grade only.

Free Catalog upon Request.

Sycamore Wagon Works

109 EDWARD ST., SYCAMORE, ILL.

Ask Us

to send you our illustrated catalogue and give you prices.

WE MANUFACTURE

Chafing Dishes	Bathroom Fixtures
Table Kettles and Stands	Wine Coolers
Coffee Extractors	Water Coolers
Water Filters	Baking Dishes
Nursery Chests	Coal Vases and Hods
Crumb Trays and Scrapers	Candlesticks
Tea and Bar Urns	Cuspidors
	Match Safes
	5 o'Clock Teas, etc.

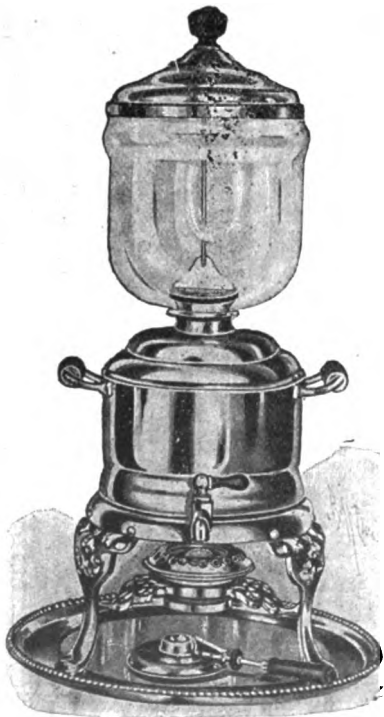
Presentable goods of standard quality. We want your trade. *Write us now.*

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

Branch Offices:

18 Warren St., New York 352 Washington St., Boston
40 Dearborn St., Chicago 609 16th St., Oakland, Cal.
247 Coronado Building, Denver



== BERGER'S ==



20th Century Corrugated Steel Pump!

Constructed of extra heavy annealed steel, corrugated, and heavily coated, with all seams reinforced; malleable iron fittings and cast iron cylinder.

It is one that will serve you in summer as well as in winter; one that does not impregnate the water with foul and poisonous matter.

If your nearest jobber cannot supply you with these Pumps, write us, and we will quote prices and full particulars.

Agents wanted everywhere.

The Berger Mfg. Co.,
CANTON, OHIO.

**PUT MONEY
IN THY
PURSE**

HANDLE

**BERGER'S
LANTERNS**

THE FAST SELLERS.

LARGEST VARIETY

BEST STYLES

LOWEST PRICES.

BERGER MANUFACTURING CO.

CANTON, OHIO

STEEL CEILINGS, IRON & STEEL ROOFINGS, TIN PLATE,
BLACK & GALVANIZED SHEETS, METAL FURNITURE ETC. ETC.

FRIEDLEY-VOSHARDT CO.

(Incorporated)

MANUFACTURERS OF

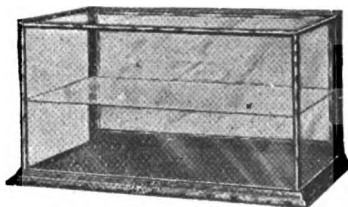
ARCHITECTURAL SHEET METAL,
ORNAMENTS, ART METAL CEILINGS,
FINIALS, CRESTING WEATHER VANES, GAL-
VANIZED STEEL TANKS FOR ALL PURPOSES.

WITH A FULL LINE OF

Sheet Metal Roofing, Conductor Pipe,
Eave Trough, Sheet Copper, etc.

SEND FOR CATALOGUE NO 17.

194-204 MATHER ST., CHICAGO, ILLS.



TRY ONE OF THESE *Quick Sales* NOVELTY DISPLAY CASES.

\$6.50 F. O. B. Detroit.

The best constructed and best finished case ever offered for the money. Style A—like cut, 26 in. long, 14 in. wide, 13½ in. high. Style B—17½ in. high, 14 in. wide, 16 in. long. Oxidized copper frame, strong glass shelf, mirror door, felt-lined inside.

Lock furnished for extra. We guarantee quality and workmanship.

You need one or more of these cases. You can use them on top of other cases to display novelties, cutlery, revolvers, silverware, smokers' goods, jewelry, and a hundred and one other things. Many dealers buy them by the half dozen. Let us send you one at \$6.50 f. o. b. Detroit. This is exceptional value. You will be so pleased with it, you will want more. Order to-day.

DETROIT SHOW CASE CO.

476-490 West Fort St., Detroit, Mich.



Affords Absolute Safety in the handling of Vicious Horses and Cattle.

4 ft. 9 inches Long, Including Chain.

Its Points of Superiority are:

- 1st. The operator does not have to approach the animal, but can stand six feet away and attach and detach the snap easier than with the hands.
- 2d. The mechanism is all inside of the stick, and cannot displace the snap by coming in contact with the hands.
- 3d. The rod turns in the handle, filling the office of a swivel, thus avoiding the liability of unsnapping.
- 4th. If the stick should break it is still strong enough on the rod, (intact) assuring safety.
- 5th. The only stick having an expansion chain (which is absolutely necessary to compensate the motion of the head) that can be controlled from the rear of the stick.
- 6th. It attaches to the ring in the nose. A snap cattle leader, halter, bridle, ring strap, etc.

If space would admit we could furnish hundreds of recommendations.

Packed one dozen in a bundle.

Shipping weight, 50 pounds to the dozen.

—MANUFACTURED BY—

THEO. J. ELY MFG. CO.
GIRARD, PA., U. S. A.



Finest quality Steel
Blade—Oil tempered
and polished.

HATCHETS

A Fine Cutting edge.
No loose Heads.

Black

2 STYLES



Eagle

2 STYLES

A good seller at
a good profit.

Inquire of
your jobber or write

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Combines Quality—Style
and Finish—at a
reasonable price.

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Sausages made with the

ENTERPRISE SAUSAGE STUFFER

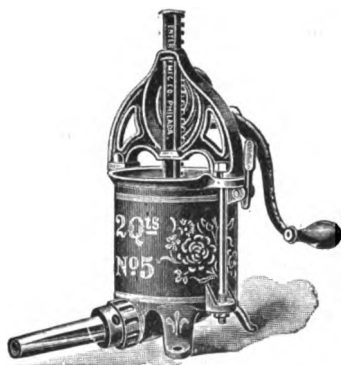
have no air inside the casing. For this reason they keep better.

The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

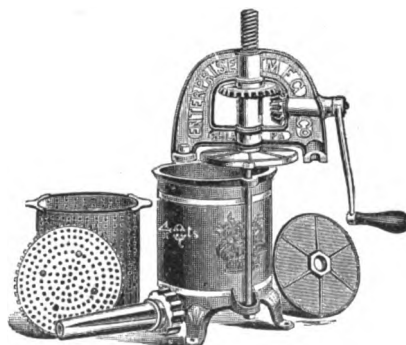
ENTERPRISE

Sausage Stuffer, Lard and Fruit Press

NOW is the time to push these goods for the Fall Trade.



Ask for Electros
for
Advertising,
and
Advertising
Printed Matter



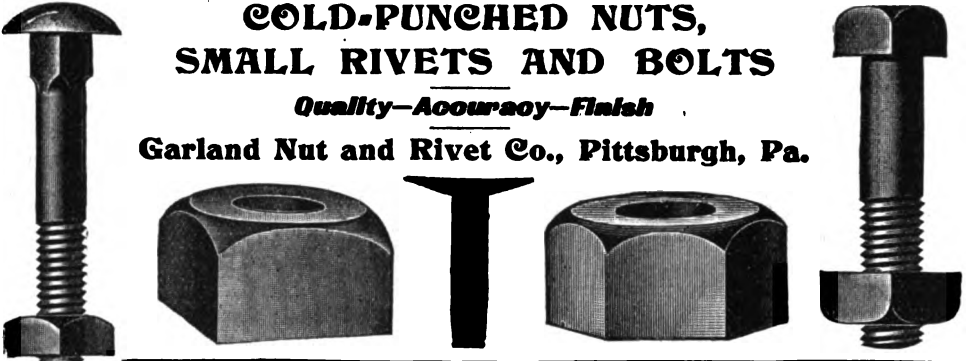
The Enterprise Manufacturing Co. of Pa.

New York Branch,
10 Warren St.

Philadelphia, U. S. A.

San Francisco Branch,
318 Market St.

**COLD-PUNCHED NUTS,
SMALL RIVETS AND BOLTS**
Quality—Accuracy—Finish
Garland Nut and Rivet Co., Pittsburgh, Pa.



G. C. & E. P. TOWNSEND CO.
NEW BRIGHTON, PA.
MANUFACTURERS OF
**RIVETS, WIRE
AND WIRE NAILS.**

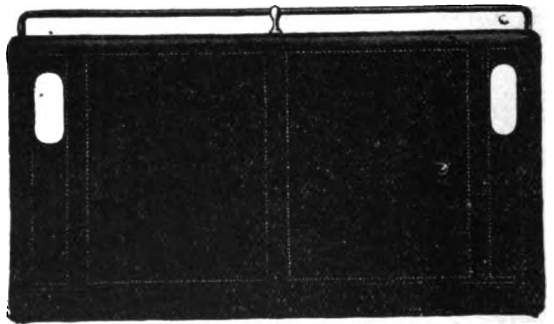


**McKINNON DASH
COMPANY, BUFFALO, N. Y.**

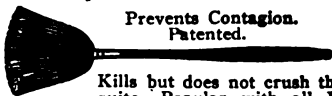
Troy, O. Cincinnati, O. St. Catharines, Ont.

DASHES, FENDERS

ROLL UP STRAPS AND
PROP BLOCK WASHERS



The Bigelow Wire Fly Killer
Indispensable for the Household
Prevents Contagion.
Patented.



Kills but does not crush the fly or mosquito. Popular with all Housekeepers.

Sanitary Wire Sink Brush
Will not rust. Non-Absorbent.
Patented.



No disease germ can adhere to the Brush. Sold by the Hardware Trade.



Send for Prices.

J. F. BIGELOW, MFR., Worcester, Mass. New York Agents, Wilson Bros., 107 Chambers St. Display Holder.

SHELBY SEAMLESS STEEL TUBING
Greatest Strength—Least Weight
Saves using Solid Stock.

SEND SPECIFICATIONS—WE QUOTE PRICES.

SHELBY STEEL TUBE CO. General Sales Office **PITTSBURG, PENN.**
BRANCH OFFICES—NEW YORK—CHICAGO.

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Manning, Bowman & Co.

MERIDEN, CONN.

NEW YORK: 25 West Broadway.

CHICAGO: 158 State Street.

"METEOR"

Circulating Coffee Percolators

CHAFING DISHES,

(With Patent "Ivory" Enamelled Food Pans.)

BAKING DISHES,

TEA AND COFFEE POTS,

HOTEL WARE,

BATH ROOM FURNISH-
INGS, ETC.

ALWAYS Insures Delicious Coffee and
SAVES ONE-THIRD

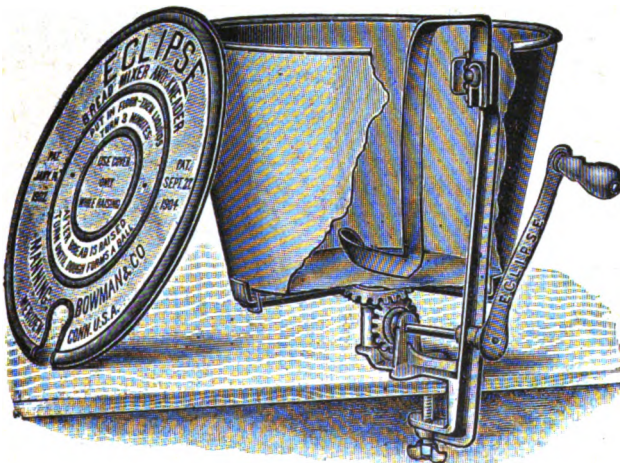
(Equally desirable
for making Tea.)



Sectional View.

Made also in Urn style with Alcohol lamp for use on
the table.

"ECLIPSE" Bread Maker



Sectional View.

Bear in Mind—That it is the only machine that
ACTUALLY KNEADS DOUGH BY COMPRESSION
Therefore makes Best Bread.

New Catalogue No. 49 H now ready.

Simple in Construction.

Perfect in Operation.

Easiest to Clean.

Will mix and knead from

ONE to EIGHT

Loaves of Bread in

**Three
Minutes**

Without putting a finger
to the Dough.

Cronk Lawn Set

**MAKES THE
OLD YARD
LOOK LIKE
A LAWN**

"GET OFF" Your Knees

**Cronk's
Patent
Grass
Shears**



**CRONK'S
TURF EDGER**

**FOR REMOVING SOD
FROM EDGE OF LAWNS**

"Push It Along"



**CRONK'S ALL STEEL
ANTICLOG RAKE**

Patented March 26, 1901
May 16, 1899
June 29, 1893

**Combination Self-Cleaning Lawn
and Garden Rake. "Shake It"**

LIST PER DOZ. SETS \$24.00
(3 Tools in Set)

The CRONK & CARRIER MFG. CO., Elmira, N.Y.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Manila and Sisal Rope



We have for prompt shipment a large stock of rope in Chicago.

We can make some low prices.

H.Channon Company.
Chicago.

"Columbian" and "Eureka"



Manila and Sisal . . . ROPE

**Oil Well Cordage
Transmission Rope
Hay, Hide and Bale Rope
Tarred Lath and Fodder Yarn
Jute and American Hemp Twines**

Agencies in All Principal Cities

Columbian Rope Co.
AUBURN, N. Y.

**Patented
Articles of
Malleable
Iron**

**New Improved
Patent**

Malleable Iron

OILERS

*Three Sizes:
Nos. 11, 12 and 13*

Hammer's

**Adjustable Clamps
Malleable Iron
Hand Lamps.
Malleable Iron
Hanging Lamps.**



New Pattern Heavy Screw Clamps

STRONGEST IN THE MARKET

**For Sale by all the Principal Hardware Dealers
Send for Price List**

MALLEABLE IRON CASTINGS

**of superior quality, and Hardware Specialties in Malleable
Iron made to order**

HAMMER & CO., - Branford, Conn.

Anniston

SASH CORDS

and CLOTHES LINES

are the standard high quality Cords of America. They sell on sight and stay sold. Progressive dealers find them the most profitable and satisfactory lines on the market.

Also Cordage, Twines and Contractors' Supplies of every description.

GEO. B. CARPENTER & CO.

200-208 S. WATER ST., CHICAGO

Established 1840.



MANUFACTURERS OF
COTTON



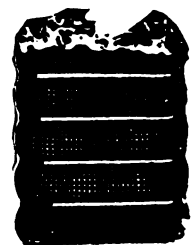
TWINES, MOPS, WASTE

WICK, SASH CORD, AND CLOTHES LINES



ESTES
MILLS

Fall River, - Mass.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

SILVER LAKE

OUR NAME IS STAMPED ON THE CORD

The SILVER LAKE

Solid Braided

Rope, Sash Cord, Railroad Bell Cord, Trolley Cord,
Masons' Lines, Chalk Lines, Clothes Lines, Etc.

Recognized Standard since 1868

Silver Lake Sash Cord is made from fine yarn, perfectly braided and smoothly finished by experienced workmen, thus filling every requirement of a good cord.

The man who knows the good and bad points of all cords buys Silver Lake.

The Best is the Cheapest

The Best is What You Want

Send for our Catalogue

THE SILVER LAKE CO.

78 Chauncey Street, - - - BOSTON, MASS.



“PLYMOUTH” ROPE

1906

FOR 82 YEARS THE WORLD'S BEST

1824

82

Eighty-two years is a long time for a business to live and *grow*. That our business has done that and is *still growing* is proof positive of at least one thing. That is that “Plymouth” goods are *right* in every particular. The people who realize this are keeping our machinery moving lively, and others are finding it out daily.

“Plymouth” goods are always uniformly high grade and the conditions of manufacturing and marketing are such that they are also in reality cheaper.

Don't bother with poor rope—“Plymouth” means “economy for the user, satisfaction for the dealer.” Write us and we will tell you how to get our rope quickly and conveniently.



Plymouth Cordage Co.

382 Court Street

North Plymouth - - Mass.



OLDEST

ESTABLISHED 1838

LARGEST

THE FRANK MILLER CO.

Manufacturers of the Preparations for Use on Harness Known as

"The Standard of the World"

Highest Awards, Centennial, 1876
Highest Awards, World's Fair, 1893



Harness Dressing

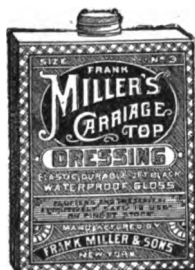
HARNESS OIL.

Preserves and softens the leather, consequently adds life. Compounded with pure neatsfoot oil.

The very best article of its kind. Unequaled for use by both manufacturer and owner of harness.

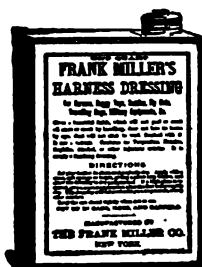
I. X. L. HARNESS OIL.

Second in quality only to our Frank Miller Harness Oil. Superior to all others.



Carriage Top Dressing.

Gives an elastic, durable water-proof gloss and is positively safe to use on finest stock.



EDGE, COLLAR AND HARNESS INKS



Our preparations are uniform in quality and the quality the best.



AXLE OIL.

Superior to Castor Oil; lasts longer and will not gum.



HARNESS SOAP.

Unrivalled for cleaning and softening the leather, absolutely pure.



The Frank Miller Co.

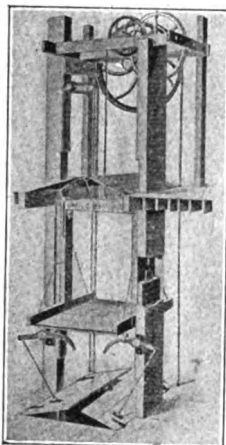
OFFICE AND FACTORY

349 and 351 West 26th St., NEW YORK, U. S. A. Tower Chambers, Moorgate, LONDON, E. C.

EUROPEAN OFFICE

Send for Price List and Catalogue.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



ELEVATORS

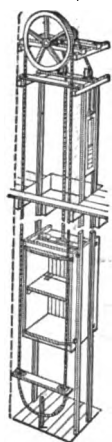
AUTOMATIC HATCH DOORS DUMB WAITERS

And all Appliances
for Same

Manufactured by

**O'Neill
Elevator Co.**

928 Cherry Street,
PHILADELPHIA, PA.
Send for Catalog



Dumb Waiters AND Hand Elevators

Of the Most Improved Auto-
matic Construction

Trunk Lifts, Invalid Lifts, Carriage Ele-
vators, Sidewalk Elevators, Freight
Elevators, Hatchway Hoists.

**SEDGWICK
MACHINE WORKS**

84, 86, 88 Carroll Street,
POUGHKEEPSIE, N. Y.

128 LIBERTY ST., NEW YORK

Catalog on Application. Estimates
on Request

IMPROVED Quick and Easy Rising Steam,
Electric and Hand Power

ELEVATORS

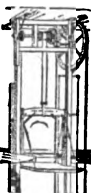
KIMBALL BROS.

900 Ninth Street, Council Bluffs, Ia.

SEND FOR CIRCULARS

Kimball Elevator Co., 239 Vincent St., Cleveland, O.

Branch Offices { 20 Cedar St., New York
108 Eleventh St., Omaha



BEST HANDLED HAMMERS MADE
1/2 DOZEN IN EACH BOX.

Send for Illustrated Catalogue.
FOR SALE BY ALL IRONMONGERS.

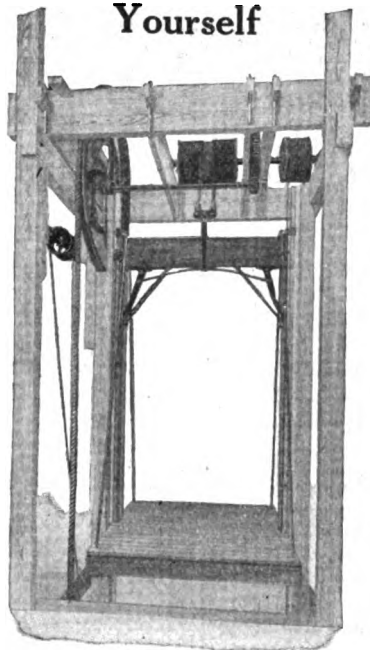
Henry Cheney Hammer Co.
LITTLE FALLS, N.Y., U.S.A.,

ADZ-EYE NAIL HAMMERS

Machinists' Hammers, Tinnerns, Blacksmith,
Farriers, Riveting.

We Pay the Freight

You Install Elevator
Yourself



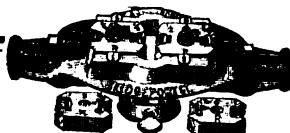
Center Lift Hand Power Elevator.
All Parts Inter-Changeable.

To Hardware Dealers

WE WILL ship this Elevator direct to you,
freight paid and you can install it your-
self without expense except the help of the
average mechanic. This is an exceptional
offer. Everyone knows that EATON &
PRINCE means dependable Elevators. No
other Elevator is quite as good because none
is made with such infinite care. Send for our
interesting Illustrated Catalogue No. 44.

EATON & PRINCE COMPANY

70-76 Michigan St., Chicago, Ill.



The Standard of the World.

The Genuine Armstrong Stocks and Dies
have maintained their popularity for many
years. Do not accept 'Armstrong Pattern.'
Accept only the GENUINE.

Complete Catalogue Free upon request.

THE ARMSTRONG MFG. CO.

291 Knowlton St. Bridgeport, Conn.

BUY a "UNION" hand power elevator which can be easily erected by your own mechanic (as we furnish Blue Print and instructions with every outfit)

AND

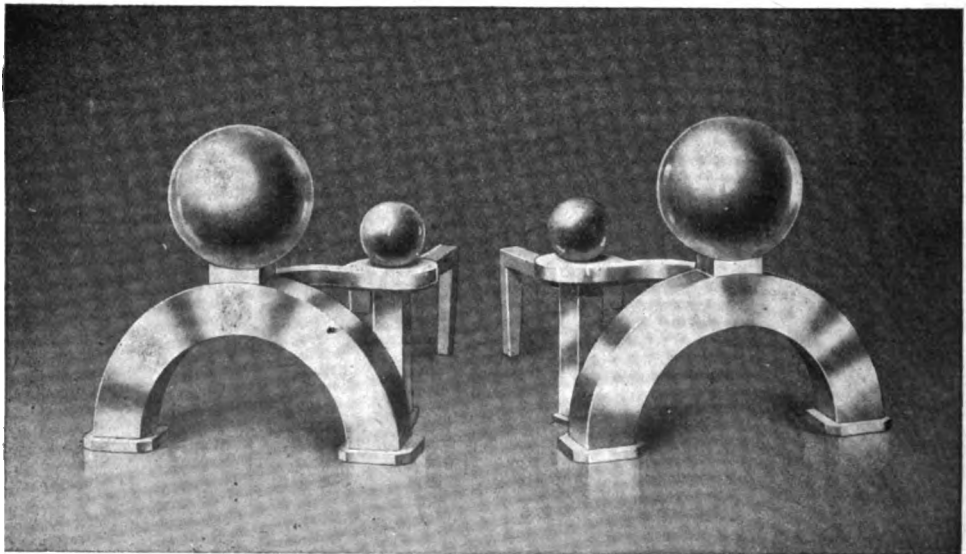
You will have everything **good, dependable, noiseless** and **easy in operation** that can possibly be put in a lift.

IN "UNION" [ELEVATORS] THERE IS STRENGTH

UNION ELEVATOR & MACHINE CO.

144-6 Ontario Street, Chicago, Illinois, U. S. A.

We are making more ANDIRONS than ever.
Why? Because we know how.

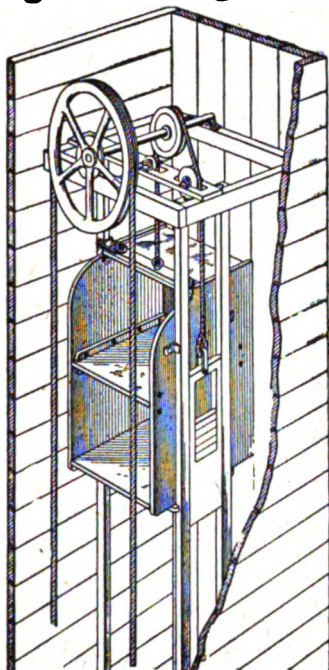


Write for Catalogue "M."

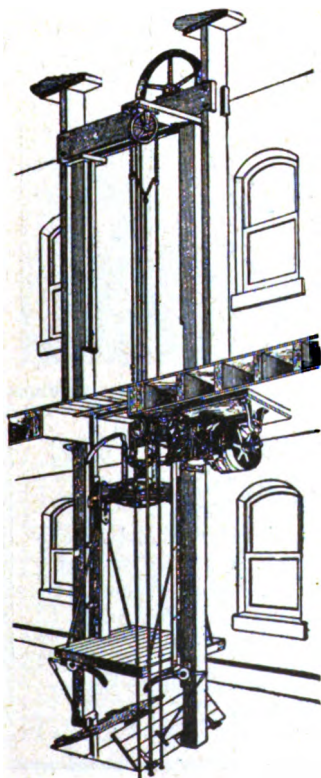
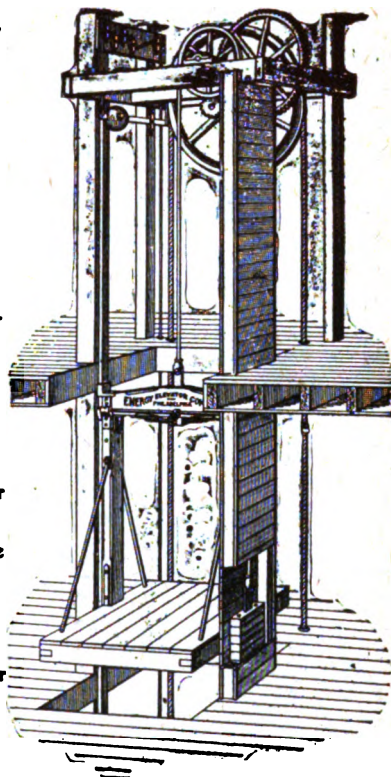
THE ROSTAND MANUFACTURING CO., Milford, Conn.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

We shall be glad to send you Catalog describing

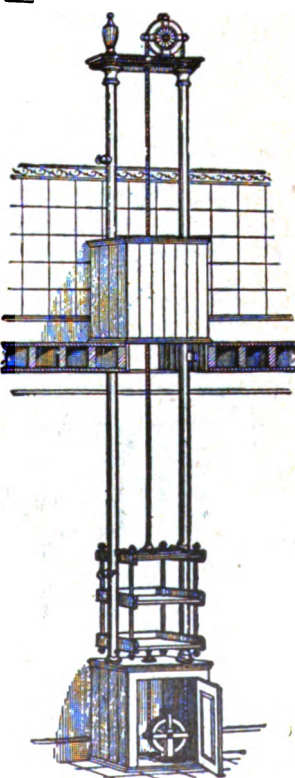


The Little Beauty
Dumb-Waiter
The Rapid Transit
Dumb-Waiter
The Energy Dumb-
Waiter
The Little Giant Dumb-
Waiter
The Side Post Hand
Elevator
The Back Guide Hand
Elevator
Hand Power Passenger
Elevator
Carriage or Warehouse
Elevator
Belt Power Elevators
Basement Lifts
Power Attachments for
Hand Elevators



ENERGY ELEVATOR COMPANY

406 Cherry Street
Philadelphia, Pa.
U. S. A.



BUY a "UNION" hand power elevator which can be easily erected by your own mechanic (as we furnish Blue Print and instructions with every outfit)

AND

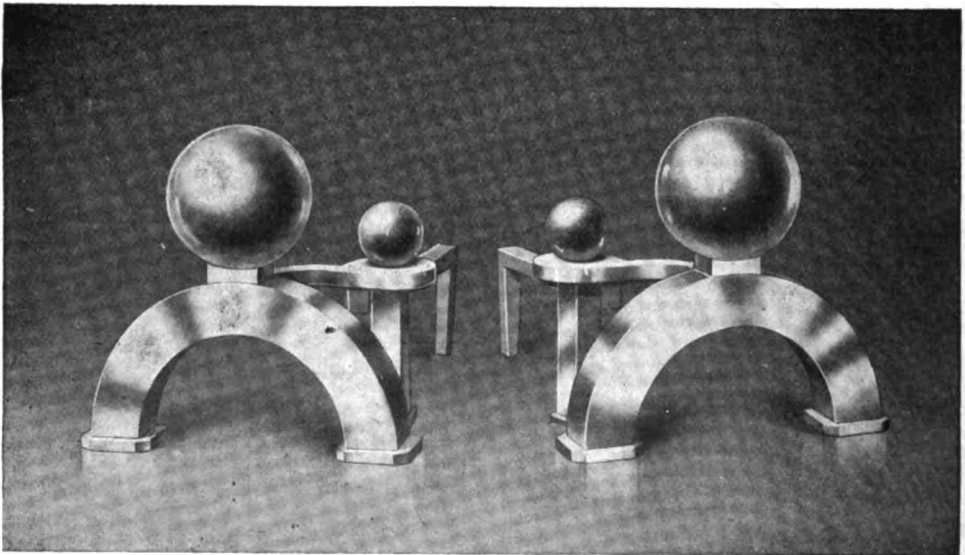
You will have everything **good, dependable, noiseless** and **easy in operation** that can possibly be put in a lift.

IN "UNION" [ELEVATORS] THERE IS STRENGTH

UNION ELEVATOR & MACHINE CO.

144-6 Ontario Street, Chicago, Illinois, U. S. A.

**We are making more ANDIRONS than ever.
Why? Because we know how.**

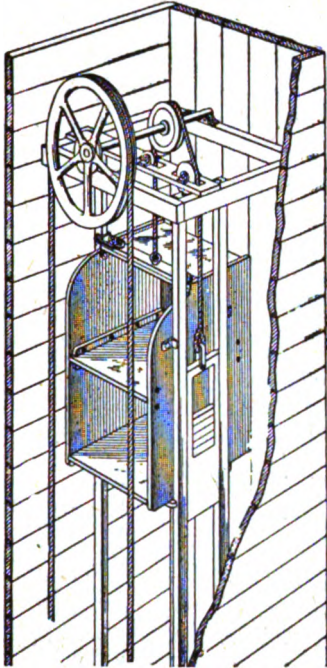


Write for Catalogue "M."

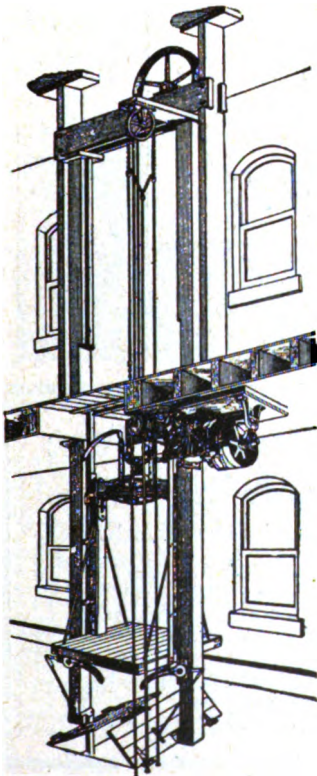
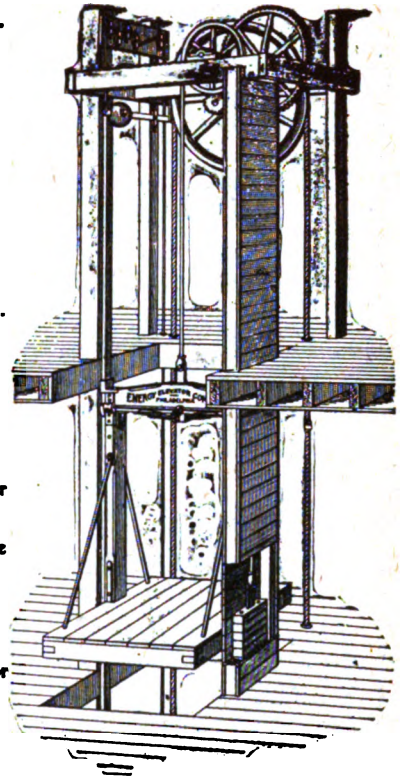
THE ROSTAND MANUFACTURING CO., Milford, Conn.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

We shall be glad to send you Catalog describing

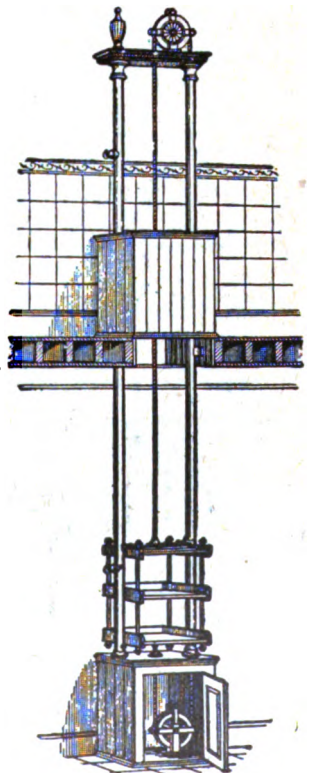


The Little Beauty
Dumb-Walter
The Rapid Transit
Dumb-Walter
The Energy Dumb-
Walter
The Little Giant Dumb-
Walter
The Side Post Hand
Elevator
The Back Guide Hand
Elevator
Hand Power Passenger
Elevator
Carriage or Warehouse
Elevator
Belt Power Elevators
Basement Lifts
Power Attachments for
Hand Elevators



ENERGY ELEVATOR COMPANY

406 Cherry Street
Philadelphia, Pa.
U. S. A.



BUY POULTRY NETTING, WINDOW SCREEN CLOTH, ELECTRICALLY-WELDED
WIRE FABRICS, WIRE MATS, OR

ANYTHING MADE FROM WIRE.

From the manufacturer who guarantees the quality and can ship the goods when required.
We manufacture every description of WIRE CLOTH, NETTING, FENCING and PER-
FORATED METAL, including the following specialties:

"CLINTON" BRAND

Painted, Figured and Landscape Cloth
Fire-Proof Wire Lath
Electrically-Welded Wire Fabrics

"SILVER FINISH" BRAND

Window Screen Cloth
Poultry Netting
Galvanized Cloth

Our "POMPEIIAN" BRONZE Window Screen Cloth requires no paint or varnish, will not rust and is unexcelled in durability and finish. Ask your hardware dealer for these goods.

Manufactured only by

CLINTON WIRE CLOTH COMPANY

Clinton, Mass.

Boston

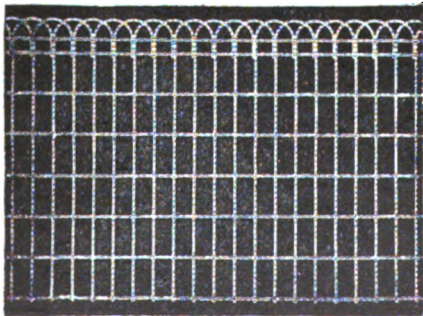
New York

Chicago

San Francisco

U.S.A.
Buffalo Wire Works Co.,
BUFFALO, N. Y.

THE CHAPIN-STEPHENS CO.
Union Factory.
Estab. 1826.
PINE MEADOW, CONN., U.S.A.



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

Cyclone Woven Wire Fence Co.

CLEVELAND, OHIO

HOLLY, MICH.

WAUKEGAN, ILL.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

PEARL WIRE CLOTH

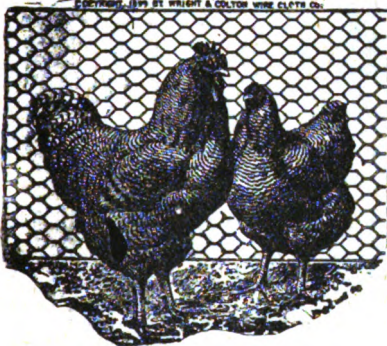
Wears four to five times longer than painted window screen cloth.

All genuine has copper wire selvages.

MANUFACTURED BY

THE GILBERT & BENNETT MFG. CO.

GEORGETOWN CONN. - NEW YORK - CHICAGO - KANSAS CITY



WRIGHT WIRE COMPANY 219 KINZIE STREET
CHICAGO

WORCESTER, MASS.

Makers of

WIRE CLOTHES LINES

WRIGHT WIRE CO.

WIRE LOCKERS

of every description.

WIRE of all kinds, POULTRY NETTING, WIRE CLOTH, STAPLES, RIDDLES, COAL SCREENS, WIRE GUARDS, BANK and OFFICE RAILINGS, ELEVATOR CABS and ENCLOSURE and other Wire Goods.

The Old Reliable—Always Satisfactory

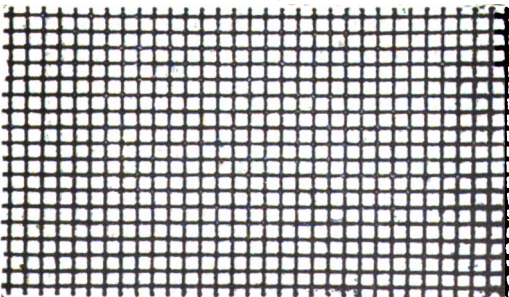


Poultry Netting
Farm and Lawn Fencing
Window Screen Wire Cloth
Coal Screens

All kinds of Wire Cloth—From all kinds of wire

THE NEW JERSEY WIRE CLOTH COMPANY

TRENTON, N. J.



WHY NOT BUY DIRECT

OF THE MANUFACTURERS

Galvanized Hex Nettings

Wire Cloth, all kinds

Fly Screen Cloth, Painted, Galvanized or Bronze.

Screens,

Coal, Ore or Sand.

Riddles

Hardware, Foundry and Coal.

Quality right, Prices right. Write for them

THE LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO., U. S. A.

*Quality
Sells*

WHEN HENRY DISSTON WAS ASKED THE QUESTION:

"WHAT DO YOU PUT IN YOUR SAWS?"

HE REPLIED:

"GOOD STEEL AND HONEST WORK."

UPON THIS FOUNDATION IS BUILT DISSTON QUALITY.



"IF YOU WANT A SAW IT IS BEST TO GET ONE WITH A NAME ON IT THAT HAS A REPUTATION. A MAN WHO HAS MADE A REPUTATION FOR HIS GOODS KNOWS ITS VALUE AS WELL AS ITS COST AND WILL MAINTAIN IT."

**ESTABLISHED
1840**

**HENRY DISSTON & SONS, Inc.,
PHILADELPHIA, PA.**

Don't try to make a poor Hack Saw do the work of a good Blade.

You can't get blood out of a stone.

There's no way you or your customers can make a cheap Hack Saw do the same amount of work, or the same class of work as a UNIVERSAL or UTILITY Hack Saw.

UNIVERSAL and UTILITY Hack Saws are made for hard service—and never fail.

Shall we send our booklet and prices ?

**West Haven Manufacturing Co.,
New Haven, Conn.**

Every

ATKINS

Silver
Steel

SAW

you sell—sells others.

The name of Atkins is a
"Buy" word in the stores
of the largest dealers ev-
erywhere.

Send for our 1906 Cata-
logue—mention Hardware
Dealers' Magazine and we
will mail you a handsome
souvenir.

E. C. Atkins & Co., Inc.

Home Office and factory:
INDIANAPOLIS, U. S. A.

BRANCHES: (NEW YORK CITY, CHICAGO, SAN FRANCISCO,
MINNEAPOLIS, NEW ORLEANS,
(Portland, Seattle, Atlanta, Memphis, Toronto.



Sterling
BLADES
SAVE YOUR
CUSTOMERS TEMPER
FOR
THEY ARE PERFECT IN
TEMPER AND SERVICE.

STERLING
STERLING
ARE FRAMES
FINELY FINISHED
STRONGLY MADE.



KITCHEN SAWS
MARKED
STERLING
"ARE ALL RIGHT."

YOUR ORDER
RESPECTFULLY SOLICITED
DIAMOND
SAW AND STAMPING
WORKS.
MANUFACTURERS.
BUFFALO, N.Y. U.S.A.

PULLMAN Sash Balances

Are you selling them?



In Use
Everywhere

Send for new catalog.

PULLMAN MFG. CO.

Rochester, N. Y., U. S. A.

McWhinnie Wheel Barrow Works

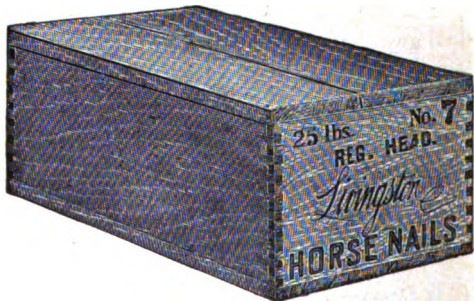
POUGHKEEPSIE, N. Y., U. S. A.

Manufacturer of all kinds of
Wooden, Steel Tray and Steel
Tubular



Wheel Barrows

for railroad, coal, stone,
mortar and garden use.



The name stands for perfection in Horse Nails

LIVINGSTON NAIL CO.,

104 Reade Street,

New York

The "VICTOR"



Write to-day for samples

MASSACHUSETTS SAW WORKS
CHICOPEE, MASS.



A ROYAL GEM
will make your store as
bright at night as dur-
ing the day.

ROYAL GAS LIGHT CO.

209 E. KINZIE ST., CHICAGO, U. S. A.

We manufacture all kinds of Gasoline Systems and Lamps. Our Lamps have stood the test of time. Be your own Gas Trust. Be as independent as a Gas Trust. Buy the best, not a copy. Send for Catalogue.

We have satisfied *thousands* and we can satisfy *you*.



ASK YOUR JOBBER FOR

Hanson's Universal Balance and U. S. Family Scales

No. 1, 24 lbs. by ounces.
No. 6, 24 lbs. by ounces. Made
with Porcelain Enameled Pan.
No. B8, 24 lbs. by ounces, with
polished Brass Scoop, 12x7 in.

Capacity, 24 lbs.

No. 24. Steel Top

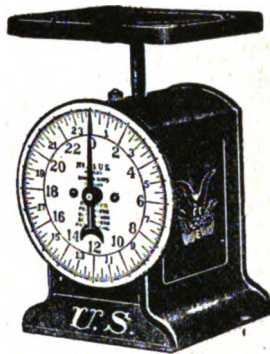
No. 20 Scoop.

No. 22 Scoop with
flat form.

**The Scales That Will
Hold the Trade**

HANSON BROS.

18 W. Randolph Street
Chicago, Ill., U. S. A.



The 20th Century Mail Box

MADE OF No. 20 GALVANIZED STEEL

Box has spring lock; heavy glass panel with name plate.
Two springs outside to hold papers.

RAIN PROOF SPRING HINGED SLOT COVER

Painted with aluminum bronze like U. S. mail boxes.
Inside dimensions 10 x 5 1/4 x 2 3/4 inches. Used for free
delivery in CITIES ONLY.

HEISE & BRAUER, 66 Union Park Ct., Chicago, Ill.

"Grand Rapids" Ball Bearing ALL STEEL SASH PULLEYS

are the only Steel Sash Pulleys made with solid
steel balls running on a turned steel axle.

Every Dealer Should Write for Free Samples and Prices

We are the largest makers of Sash Pulleys in
the world. The "GRAND RAPIDS" are the
greatest sellers. *Get the Genuine.*

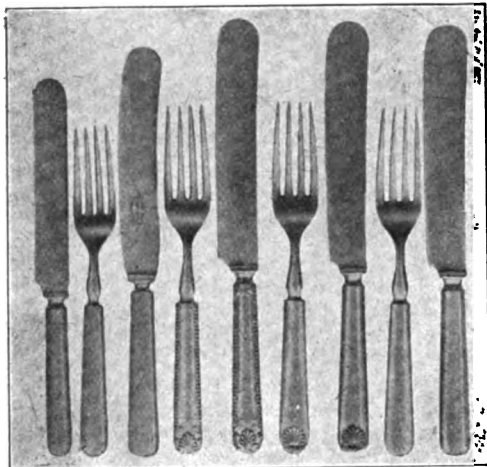
GRAND RAPIDS HARDWARE CO.

13 PEARL STREET,

GRAND RAPIDS, MICH.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

GUARANTEED for 100 YEARS**SOLID YOUREX SILVER**

Manufactured for us by the
International Silver Company

NOT HANDLED BY JOBBERS
ORDER DIRECT

NOT HANDLED BY CATALOGUE HOUSES**KNIVES—FORKS—SPOONS****SOLID YOUREX SILVER**

May indeed be termed a new discovery in precious metals and it is controlled alone by us. The only satisfactory substitute for Sterling Silver ever introduced. It will not tarnish as soon as Sterling Silver. Its surface can always be kept bright and fresh. It is solid and NOT PLATED. Age has no effect upon its appearance. Clean with Sapolio, Whiting or any other polish the same as you would a Steel Knife; there is no plating to wear off. Consequently is of the same color clear through. Knives can be sharpened like a Steel Knife and will not rust.

Send for our New Catalogue.

ASSOCIATED SILVER COMPANY

174 East Lake Street,

CHICAGO

1st
Dime
Locks

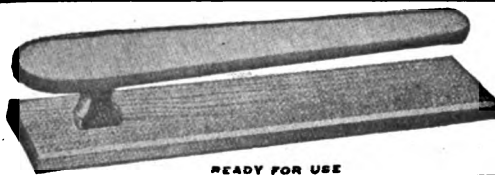


50th
Dime
Unlocks

You Can't Work or Pick the Basket Bank

No key to lose or combination to forget. Absolutely safe. No way of getting the money until \$4.00 is saved. **BEST REGISTERING BANK MADE.** Finely finished. **BIG SELLER. BIG PROFITS.** Order from your jobbers. If they haven't them, write us.

SCHULTZ & STAPLES, 34 Wabash Ave., Chicago, U.S.A.



READY FOR USE

**Auxiliary Ironing Board Co.'s
VERIBEST**

Size—Length, 20 inches. Price, \$14 per gross
Width, 5 and 2 1/4 inches. 8 Dozen in Box

MANUFACTURED BY
AUXILIARY IRONING BOARD CO.
Rochester, N. Y., U. S. A.

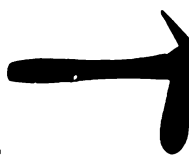
**THE VANDEGRIFT
WOOD HANDLE
SCREW WRENCH**

Hardwood Handle, parts fitted to stay, will not crack or break. Lower Jaw and Handle Shank of one solid piece, with machine steel studs inserted clear to base. Will outlast any ordinary wrench. Write for sample.

THE VANDEGRIFT MFG. CO., Shelbyville, Ind. New York Office, 108-10 Duane St.

**GIFFORD - WOOD CO.****ICE**

CATALOGS

**TOOLS
ELEVATORS****HUDSON, N. Y.**

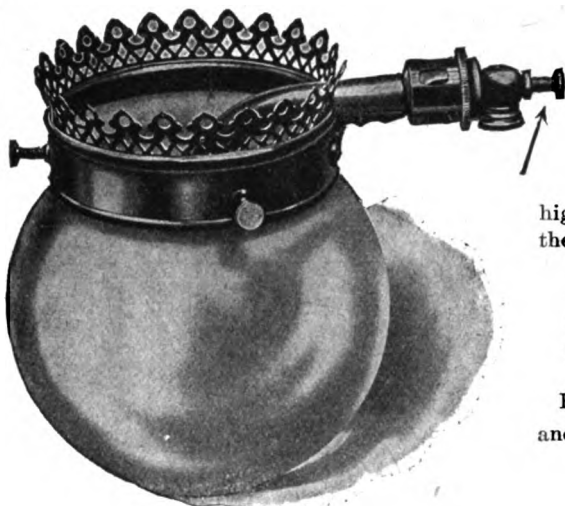
Shops
Arlington, Mass.
Hudson, N. Y.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

"THE WIZARD" INVERTED GAS LAMP

(Trade Mark)

(Patents Pending)



A New Creation in Gas Lighting. Electric effect at one-tenth the cost.

This Lamp is adaptable to both natural and artificial gas, either high or low pressure. It represents the acme of perfection in gas lighting.

A BRILLIANT LIGHT with a SAVING OF GAS at a LOW COST.

For the HOME, OFFICE, STORE and FACTORY.

Sells at sight.

Write for information.

Cut $\frac{1}{4}$ actual size. 125 Candle Power. 2 foot Gas per hour. Mantle will outlast 3 Upright Mantles.

Manhattan Screw & Stamping Works, 292-306 West 11th Street, New York

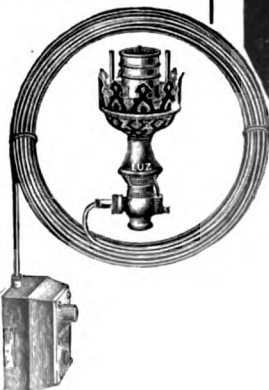
The "OAKMAN" System of Distance Gas Lighting

will interest every one of YOUR customers who burn gas. JUST THINK!—it has every convenience of an Electric Light System—push buttons and all; is much cheaper to install and costs nothing to operate or maintain.

□ It's certainly a mighty good seller and you'll find it profitable to handle.

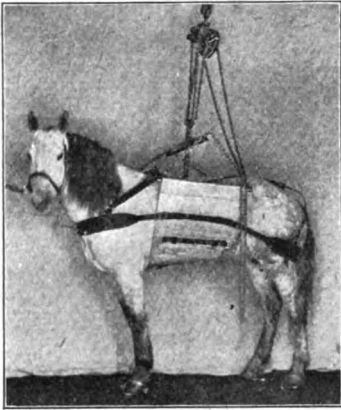
□ Illustration shows Style D3 Burner with mantle, cap and pilot tube assembled on No. 2 Valve, a No. 52 Air Switch and fifteen feet of tubing. It is simple and perfect.

Why not get Circular "D"? It's five minutes' interesting reading.



OAKMAN MANUFACTURING CO.

84-86 Chambers Street, New York.



Every Farm Needs a Chain Block

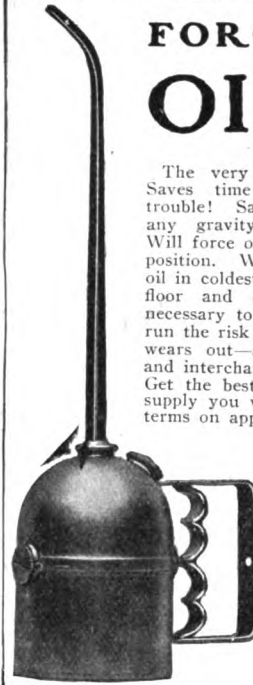
This shows a Yale & Towne DUPLEX block in use lifting a horse. Some of the other farm uses are pulling stumps, loading heavy things, handling wagon beds, hay ladders, butchered animals, etc. Three types— $\frac{1}{8}$ to 20 tons. Buy from your jobber.

Write for the ten leaflets which picture many chain block uses.

YALE & TOWNE MFG. CO.
9 Murray Street, New York

The WILKINSON FORCE-FEED OILER

The very best money can buy. Saves time! Saves oil! Saves trouble! Saves money! Forces out any gravity oil, light or heavy. Will force out oil when held in any position. Will force out heaviest oil in coldest weather. Stand on the floor and oil your shafting—not necessary to climb up a ladder and run the risk of getting killed. Never wears out—all parts are accessible and interchangeable; easily repaired. Get the best. If your jobber can't supply you write us. Circulars and terms on application.



**WILKINSON
MFG. CO.**

69 Wall Street
NEW YORK

WHEN YOU SEE "26 GAUGE"

stenciled on a bundle of



PITTSBURGH

APOLLO BEST BLOOM

Galvanized Sheets

you know from experience that 26 gauge it is. The same applies to all other gauges, and this one point alone is sufficient reason for you to demand them, for such uniformity assures quick, easy and satisfactory work, and removes all risk of damage to your machines.

When you add to this the toughness, pliability and easy working qualities of the materials used; the superior coating; and the ability of Apollo Sheets to withstand the elements indefinitely—no metal worker or property owner can afford to overlook them.

We'll gladly send you our Weight Card if you desire further information on the subject—and would suggest that you say "Apollo" and stick to it when in the market for Galvanized Sheets. You'll never regret taking such a course and you may if you don't.

**AMERICAN
SHEET & TIN PLATE
COMPANY,**

FRICK BUILDING,

PITTSBURGH, PA.

PELOUZE Reliable Postal Scales.

THE STANDARD EVERYWHERE.

"THEY TELL EVERYTHING AT A GLANCE."

Made in Several Sizes.

For Office, Store or Home.

National	4 lbs.	- - -	\$3.00
Union	2½ "	- - -	2.50
Columbian	2 "	- - -	2.00
Star	1 "	- - -	1.50
Crescent	1 "	- - -	1.00

The index starts at the top, very easy to read.

Liberal Profit to Hardware Dealers.

Buy of your jobber or send order direct.

Write for Catalog G.

Pelouze Scale & Mfg. Co., Chicago.

Mfgs. of Pelouze Celebrated Family Scales.



THE STANDARD TOOL CO.'S Blacksmiths' Twist Drills



They will satisfy your customers

Note the slabbed or flattened portion of the shank. This enables the set screw of the drill press to grip the drill firmly, preventing slipping and injury.

These drills will **S**tand **e**vere **s**ervice

Office and Factory;
CLEVELAND, OHIO



Eastern Salesroom:
94 Reade Street, N.Y.

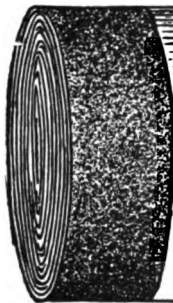
ROOFING SLATE SLATE BLACKBOARDS


Established 1884
E. J. JOHNSON & CO.
38 PARK ROW, NEW YORK
QUARRIES: Pennsylvania and Vermont

Prices quoted delivered anywhere. Booklet and complete Price List on Application.

Wire Inquiries Given Quick Attention

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.





LOTS OF MEN
 who might have "caught on" long ago (and have been well paid for their sagacity) are still ignorant of the "true inwardness" of our
"Etna Prepared Roofing"
 We cling tenaciously to at least these three opinions:
 1st.—We believe we can give you a much better Roofing than you now sell;
 2nd.—That its price may be a surprise to you;
 3rd.—That it would pay you to investigate it.
 Shall we mail you the necessary "examination papers"?

The McClintock & Irvine Company
Pittsburgh, Pa.

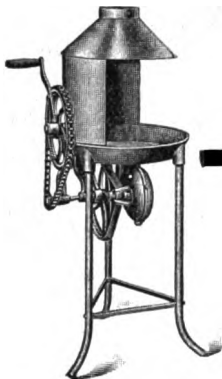


Fig. 902, with Hood.

Do YOU Handle These Tools?

If not, may we ask WHY? You ought to, because there's money in it for you. Blacksmiths, farmers, etc. need these machines Will YOU supply them or allow your competitor to do so?

If you're looking for a better line, it can't be found. Might as well look for the North Pole.

Our "Elite" Blower is the most economical made.

Our Portable Forges excel in strength and durability, and have a powerful lasting blast; besides they present a range in sizes and prices that means an ever-increasing demand.

Many other tools you should know about too—our Drills, Feed Cutters, Butchers' Tools, etc. Our catalog and discounts are interesting—send for them. They're free.

The Silver Mfg. Company

319 Broadway

SALEM, OHIO, U. S. A.



IF YOU USE ANY

Lamps, Torches, Oilers, Cans, etc., where duty is especially severe, and exposure to wet, abuse and neglect unavoidable, it will pay you to do this:

To write for our little illustrated catalogue of such goods, which we build of Sheet Steel, with hard brazed seams, a "make-up" well nigh indestructible.

The McClintock & Irvine Co.

Pittsburg, Pa.

WHY IT IS THE BEST Family Scale on the Market

Because—The Dial sets at an angle that it can be read at a glance without stooping.

The Platform is supported by Double Steel Uprights which permits no variation, no matter where on the platform the article to be weighed is placed.

All of the inside parts as well as the frame are constructed of the Best Cold Rolled Steel, absolutely no casting to break.

It is handsomely finished in Black Enamel and Aluminum Bronze.

It is superior in many other points, yet it will cost you no more than the old style.

Order from your Jobber. Write us for catalogue illustrating complete line.



TRINER SCALE & MFG. CO.

1255-57-59 W. 21st Street.

CHICAGO, ILL.

YOU CAN'T LOSE US



And if you will give us an opportunity to tell you about that splendid seller, the

BARTH-WEILER LIFTING JACK

we will "show you" why it will pay you to add it to your line. Write us.

G. BARTH MFG. CO.
Milwaukee, Wis.



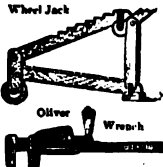
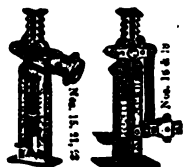
YOU Need Such a FURNACE as THIS!

Because the
**ARCHAMBAULT KEROSENE
FURNACE**

will save time and money for you. Here's how—It burns kerosene, that's cheaper than gasoline—then there is the burner, which gives heating capacity, greater than any other furnace. Just think the Archambault will melt a pot of solder in a gale of wind in less than 5 minutes. Its construction is simple—nothing to get out of order

—It is RELIABLE—DURABLE—ECONOMICAL.

MANUFACTURED BY
THE BARNES TOOL CO., New Haven, Conn.



JACKS

for all purposes. Largest manufacturers in the United States.

A profitable line for dealers
Write for Catalog.

OLIVER MFG. CO.
215 So. Desplaines St. Chicago

ARDREY VEHICLE WASHER



Cleans autos, carriages and wagons quickly and thoroughly.

Made of solid brass. Fits any ordinary hose coupling, so clean water, constantly flowing through it, immediately removes dirt and grit from sponge. Impossible to injure most delicate finish. Hands do not come in contact with water; no splashing, no spattering. Booklet FREE for asking.

ARDREY VEHICLE WASHER CO.
123B Main St. E.,

Rochester, N. Y.



Attached to hose.

National Broadcast Seeder

BALL BEARING

Packed one in a box. No Dust—No Rust

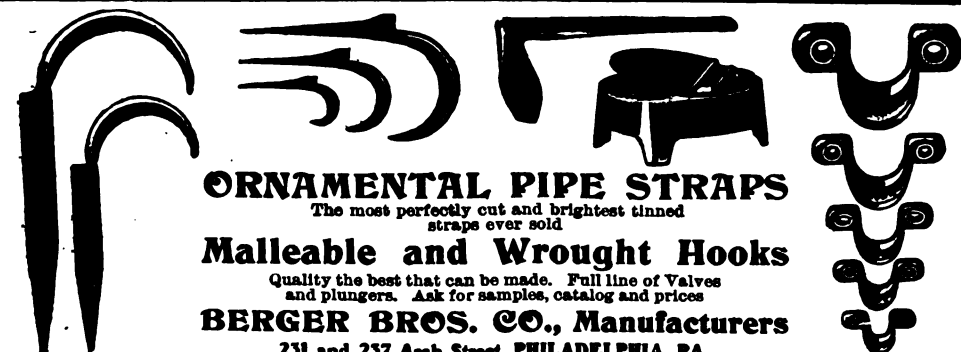
We cannot enumerate all the good points—space costs too much—but talk about being appreciative of inquiries! Write for catalog and see. Jobbers have our prices, too.

THE PRAIRIE MFG. CO.,

Indianapolis, Ind.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



ORNAMENTAL PIPE STRAPS
The most perfectly cut and brightest tinned straps ever sold

Malleable and Wrought Hooks
Quality the best that can be made. Full line of Valves and plungers. Ask for samples, catalog and prices

BERGER BROS. CO., Manufacturers
231 and 237 Arch Street, PHILADELPHIA, PA.



CLARK'S Ash Can Trucks

All you have to do is to show it and it sells itself. A handy and useful article around furnace and cellar.

Frame of Truck is made of one piece of round steel, bent so as to form two hooks to hook into bottom of can, while an adjustable hook on handle grips top of can and keeps it from slipping.

Send for 144-page catalogue of Trucks and Casters.

GEO. P. CLARK CO.
WINDSOR LOCKS, CONN.

THE AJAX SELF WITHDRAWING WOOD BORING MACHINE

does not require a special auger Will bore to any depth: strong and durable. All important parts of malleable iron.

Sold by the wholesale hardware trade

AJAX MANUFACTURING CO.
PITTSBURGH, PA.

Manufacturers of the Ajax and Phillips Wood Boring Machines. Standard and I.X.L. Saw Gummers. Collins Self Feed and Dudgeon Style Tube Expanders, Cutters Swages, etc.

Genuine Marty Traps

For RATS and MICE



IMITATIONS are WORTHLESS

Sales have reached nearly

A MILLION and a HALF

BURDITT & WILLIAMS CO., Boston, Mass.
SOLE IMPORTERS

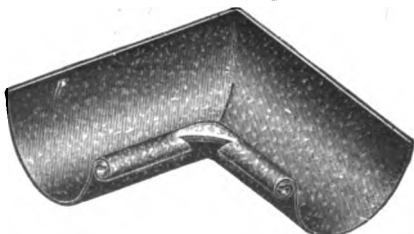


L. D. BERGER
59 N. SECOND ST.
PHILADELPHIA, PA.

Sold by First Class Hardware Jobbers Everywhere

THE IMPROVED ONE PIECE MITER

Patented



No more broken corners, no more stopping to make over or brace the commercial miter, a great saving in labor. Nothing but the very best galvanized iron is used. Made standard sizes in either single or double bead, lap or slip joint, inside or outside turn, are more roomy at the bend. Cheaper and better than any miter made.

Any other miter of similar construction is an infringement.

Manufactured by

J. E. Whitacre Mfg. Co., Rockford, Ill.

Consult BUYERS' REFERENCE TO ADVERTISEMENTS on Last Page.

Time and Money Maker

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

A time-saver and money-maker for both dealer and user. Requires *less time to sell*, as its admirable points speak for themselves.



Saves the user's time, because it *will adjust to any position*, making itself *adaptable to the most awkward places*. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

STRONG INDUCEMENTS TO THE TRADE

**Best Cast Steel
Handy and Compact**

Write for Prices and Discounts.

A. J. WILKINSON & CO.

180-188 Washington Street, Boston, Mass.

Profitable Products For Dealers to Handle



"J-M" Pipe Coverings

Dealers can add greatly to their profits by handling "J-M" Asbestos Pipe Coverings for all conditions. Engineers appreciate their value because they save the most fuel.

"J M" Fire-Proof Cements

They wear longer than fire brick, cost less, readily conform to irregular surfaces and prevent clinkers from adhering.

"J-M" Household Articles

Asbestos Table Mats, Stove Mats, Asbestos Lined Steel Pipe Plates, Asbestos Flat Iron Holders, Asbestos Flat Iron Rests; a few of our quick selling Household Necessities. Their convenience and small cost appeal to every housewife.

Write Nearest Branch for Dealers' Proposition

H. W. JOHNS-MANVILLE CO.

New York
Milwaukee
Chicago
Boston

Philadelphia
St. Louis
Pittsburg
Cleveland

New Orleans
Kansas City
Minneapolis
Dallas

San Francisco
Los Angeles
Seattle
London

330

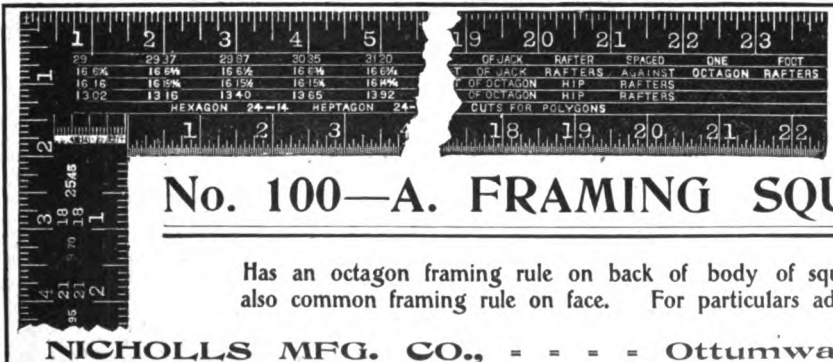
LOOK SHARP!

IF you have any **JOB LOTS** of tools or hardware in second quality, or discarded patterns that you wish to turn into **SPOT CASH**, write us and we are ready to buy same in any quantity; in fact, no quantity too large.

We also have **JOB LOTS** of Machinists', Carpenters', and other Mechanics' tools on hand, at all times. Send for our prices.

THE GREAT JOB LOT HOUSE

PECK & MACK CO., 10-12 Murray St., New York



**OUR
NEW**

No. 100—A. FRAMING SQUARE

Has an octagon framing rule on back of body of square;
also common framing rule on face. For particulars address

NICHOLLS MFG. CO., - - - Ottumwa, Iowa

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

THE SPIDER

that will not scorch or burn even the most delicate dainty, sauce or gravy. Will not absorb grease or flavor. Does not get smeary, dirty, unsanitary. Always clean, sweet, hygienic. Never warps.

"NEVER-BREAK"



Name always stamped on the handle.

You should have our complete catalogue.

The Avery Stamping Co.
Cleveland, Ohio

Exclusive Manufacturers

Save $\frac{1}{2}$ Your Fuel

BY USING THE

ROCHESTER RADIATOR



Satisfaction guaranteed or money refunded. Over 100,000 of them in use.

Fits any stove or furnace.

Price, from \$2.00 to \$12.00.

We make the original and genuine "Rochester Radiator."

We do not sell to Catalogue houses.

We refer all inquirers to you from your town, when you carry a stock of our Radiators.

We guarantee our Radiators not to interfere with or choke the draft: they are easily cleaned.

One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater with perpendicular tubes.

Write for descriptive Catalogue and prices.

ROCHESTER RADIATOR CO.,

145 Furnace St., Rochester, N. Y.

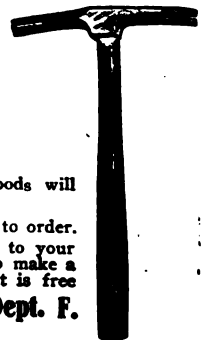
Augers and Auger Bits



Highest quality. Complete Assortment.

Let us talk prices with you.

GREENLEE BROS. & COMPANY, Rockford, Ill.



TACK HAMMERS

Of the most approved styles and finely finished. If you give us the first order the goods will make you one of our regular customers.

WOOD HANDLES.

We make all kinds of wood hammer and hatchet handles and special woodturning to order.

You should add our **HANDY SELF-CLEANING HOE** to your Hardware line, they are the finest yet and a good seller. We also make a complete line of Hardware Specialties. Send for our catalogue—it is free upon request.

ROCK RIVER MFG. CO., Dixon, Ill. Dept. F.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Don't Take a Chance.

WHEN YOU POSITIVELY KNOW

- that a certain established line of Farm and Garden Hand-Tools has been continuously good for years;
- that you can bank on those tools being always just as good, in truth, a little better;
- that you can get every kind of Hand-Tool your trade calls for;
- that you are sure to get just what you order, and all that you order, with promptness;
- that the prices are always right;
- that you are going to be well looked after by the manufacturers;
- that you can always handle this same line every year, if you want it;

you have every reason in the world to hitch good and tight to that brand.

You are taking no chances when you handle one of these standard brands:

"Ashtabula"	"Ely"	"Jackson"
"Batcheller"	"Ft. Madison"	"Otsego"
"Bolles"	"Geneva"	"Philadelphia"
"Memphis"	"Harriman"	"Utica."

Sold by Leading Hardware Jobbers Everywhere

Write for large illustrated catalog

American Fork and Hoe Co.

CLEVELAND, OHIO

We Have Often Told You that the Best Tools
on the Market are

Mayhew's Tools

WHY ?

Because they are made by experienced workmen, from the best material obtainable, most carefully finished and fully guaranteed. Catalogue sent on application.

H. H. Mayhew Co.

SHELburnE FALLS, MASS., U. S. A.

ADJUSTABLE-STROKE AUTOMATIC Center Punch

No. 18-A

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.



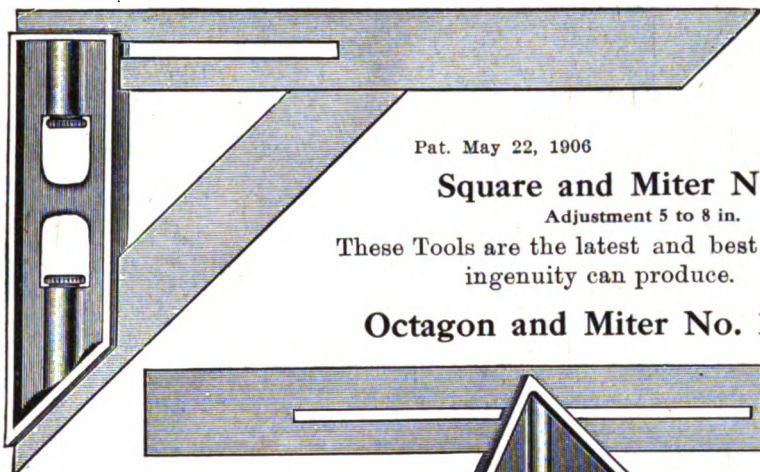
By simply turning the cap the force of the stroke is regulated, and light or heavy indentations made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 X of
Fine Mechanical Tools

The L. S. STARRETT CO., Athol, Mass., U. S. A.

THE FOX TOOLS



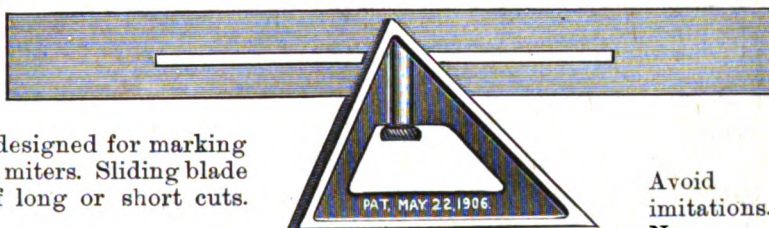
Pat. May 22, 1906

Square and Miter No. 10

Adjustment 5 to 8 in.

These Tools are the latest and best that Yankee ingenuity can produce.

Octagon and Miter No. 12



This Tool is designed for marking octagons and miters. Sliding blade will allow of long or short cuts.

Avoid imitations. None genuine without sliding blade.



No. 11 Try Miter and Gauge Square

Adjustment
4 1/2 to 8 1/2 in.

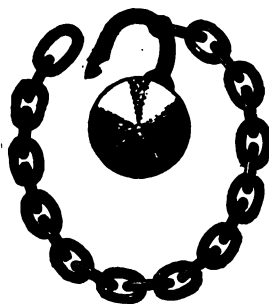


P. L. FOX

Patentee and
Sole Manufacturer of

Fox's Tools

432 William Street Bridgeport, Conn.
Retailers, ask your jobber about this line



SEND FOR
CATALOGUE

Ames Sword Company CHICOPEE, MASS.

MANUFACTURERS OF

PATENT PERFECTION PADLOCKS

ALL SIZES

Half Inch to Two and a Half Inches

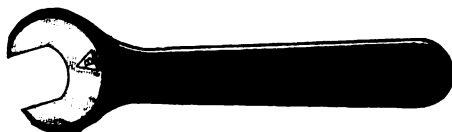
IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

MODEL B.



We carry the most complete assortment and largest stock of drop forged wrenches in New York City.

That means we can fill your order immediately from stock.



When you want anything in Machinery, Metals, Hardware Tools and Supplies, write us. If we haven't it in stock we will get it for you at a right price.

PATTERSON, GOTTFRIED & HUNTER (Ltd.)

Machinery, Metals, Hardware, Tools and Supplies

146-150 Centre St. (Cor. Walker) - - NEW YORK

When you
sell Levels
—sell the
Right Kind.



COOK'S PATENT LEVEL.

A Tool you can sell quickly, profitably and satisfactorily to Carpenters, Masons, Bricklayers, and all who use Levels or Plumbs, is the

DAVIS & COOK LEVEL

The different Level—with the bulb seen in all positions. Under or over—or 10 feet away. You know the trouble with the old style bulb-in-the-top Level—useless unless you stand over them. For sale by all leading jobbers. Catalogue on application. Made only by

DAVIS & COOK, - Watertown, N. Y., U. S. A.

THE CALL
is for **PORTER'S**
"EASY" and "NEW EASY"

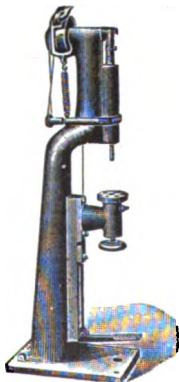


**BOLT
CLIPPERS**

(The Trade Protected)

H. K. PORTER, Everett, Mass.

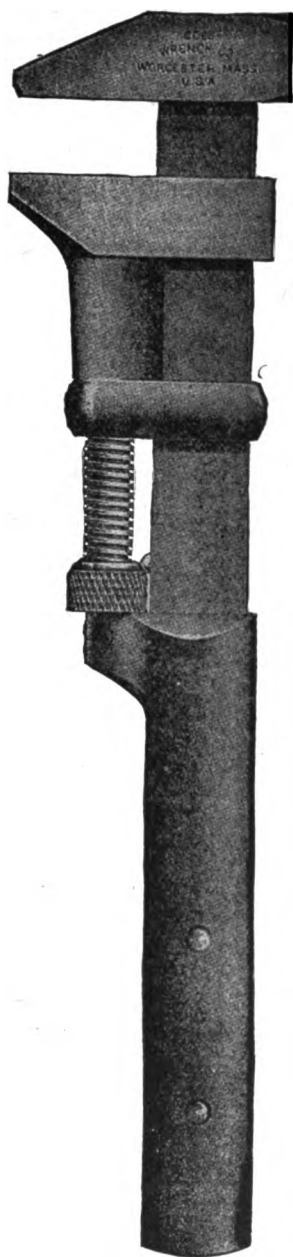
RIVETING MACHINE



Automatic Wire Straight-
eners and Cutters
Riveting Machines
Cotter Pin Machines
Buckle Tongue Machines
S Hook Machines
Cold Roll Swaging Ma-
chines
Staple Machines
Butt Milling Machines
Butt Drilling Machines
Sprue Cutters
Special Automatic Wire
Forming Machinery

The F. B. Shuster Co.
Formerly John Ait & Son
New Haven. . . Conn.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.



When it Comes Right Down to
Good, Strong, Well Made
Wrenches There's Nothing Like
Coes' "Knife-Handle" and
Coes' "Steel
Handle."



You machinists, steam engineers, and all who operate machinery know the value of STABILITY in a wrench and most of you know where to find it—in the Coes Wrench. Coes makes two wrenches—the Genuine "Knife Handle" Wrench and the New '91 "Steel Handle" Wrench. Each wrench is made for special service, and each fills that service admirably. Coes' "Knife-Handle" Wrench is THE Wrench for all ordinary use, and its adoption by the best shops proves its superiority. It is a wrench of few parts, simple and compact—the handle is the hardest of hard wood, mechanically secured at each end and reinforced at the center by a strong steel rivet—no splitting, no coming apart. This Wrench has a hardened Steel Bar and Jaw, Steel Castings in the Handle, Steel Hardened Screw, Rivet and Key, and is so thoroughly and strongly constructed that when the day's work is over it is always ready for more work. It is THE wrench for machinists—every time and all the time. Engineers, Miners, Brewers, all of you who cannot use wrenches that are affected by heat, moisture, or acids, here's Coes' All Steel Nut Tackler, and 'twill serve you well. This New Wrench of Coes is a corker—it's got to be to stand hard knocks. This Wrench is made to turn NUTS off, not the corners; an Extended Screw Support makes it almost impossible to do that. Most Steel Wrenches have a place for dirt to lodge—no place on the "Coes," a Ball Bearing Screw keeps it out. The Handle, an All-Steel Case, is fitted over the Shank and secured by two Steel Rivets and by upsetting the tip of the bar in the taper hole at the end of the handle. It's a strong wrench from every viewpoint—you'll never wear it out. These two Coes

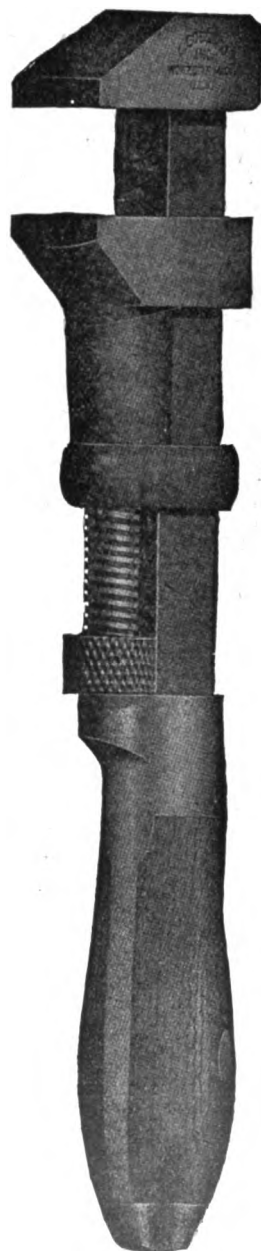
Wrenches are sold at the lowest price at which the best made wrenches can be sold—steer clear of wrenches patterned after them and sold for less money. The substitute may look good, but it's the QUALITY that counts—"Coes" quality is a known quality. Ask for our Wrench Literature.

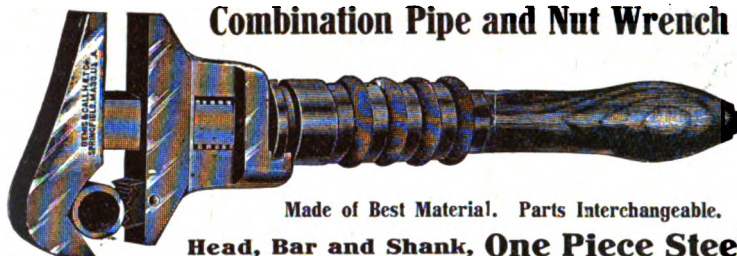
COES WRENCH COMPANY

Worcester, Mass.

SELLING AGENTS:

J. C. McCarty & Co., 10 Warren St., New York
J. H. Graham & Co., 113 Chambers St., New York





Combination Pipe and Nut Wrench

A Strong, Serviceable Combination of a Nut and Pipe Wrench that enables the mechanic to tackle any kind of a job without the aid or necessity of other wrenches.

Made of Best Material. Parts Interchangeable.

Head, Bar and Shank, One Piece Steel Forging.

BEMIS & CALL

This Improved Adjustable "S" Wrench

by its many advantages has become the standard among wrenches of this style.

The operating nut being of sufficient diameter the BEMIS & CALL is easily adjusted by the thumb of the hand which holds it.

Adjustable "S" Nut Wrench



King of its Class in Design and Construction.

Send for Our Catalogue - It will Interest You

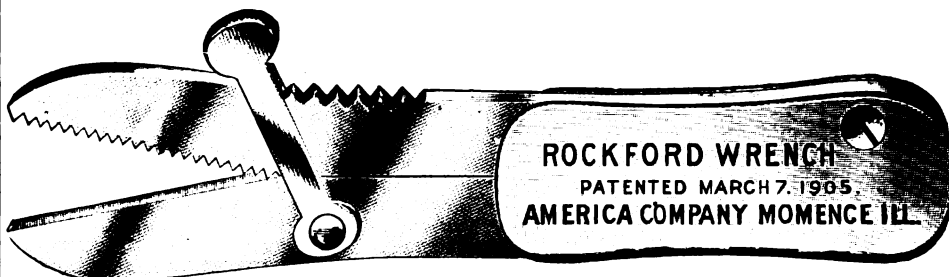
BEMIS & CALL HARDWARE & TOOL CO., Springfield, Mass.

PUZZLE: Which is the most talked about, Roosevelt, Bryan, or the ROCKFORD WRENCH?

ANSWER:

AMONG
MECHANICS THE

ROCKFORD WRENCH.



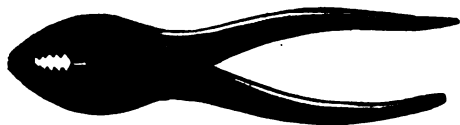
A strictly one-hand, adjustable alligator wrench, that is, it can be held in one hand and instantly adjusted to any width without the use of the other hand. The value of this will at once be appreciated by the mechanic or automobilist. The teeth are so cut that they will firmly grip any size or shape of pipe, rod or nut.

AMERICA COMPANY, 91 North St., Momence, Ill.

If your Jobber has not yet put them in, write us.

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Insist on Getting the Genuine



"B. & S." Combination Pliers

25 years on the market. Imitations are unsatisfactory. These pliers are *Drop Forged Steel* throughout.



MADE IN 4 SIZES

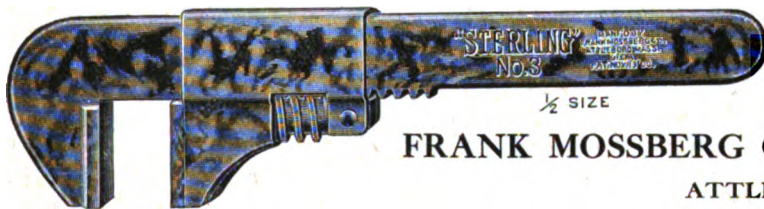
THE BILLINGS & SPENCER COMPANY, Hartford, Conn.

BICYCLE, AUTO AND SHOP WRENCHES

Sizes from 5 to 11 inches.

SOLD ON THEIR MERITS. EACH WRENCH GUARANTEED.

Nickel Plated or Mottled Finished.



Thoroughly
Casehardened

FRANK MOSSBERG CO.,

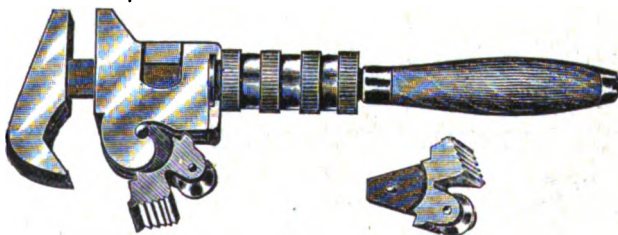
ATTLEBORO, MASS.

NOTHING LIKE IT!

Cleverest Up-To-Date Tool on the Market—THE MASTERPIECE
COMBINATION PIPE AND MONKEY
WRENCH AND PIPE CUTTER.

Quality and Utility Absolutely Guaranteed. It Does Its Work Easily and Perfectly. A High-Class, Attractive and Economical Tool. It Grips and Releases Instantly and Will Not Crush Pipe. The Eccentric Wheel Cuts Pipe True, Easy and Rapid.

Each Tool perfect, and will do the work of Three Separate Tools. The TIPPING feature in the Pipe Grip insures a positive and instant Grip, and holds Pipe firmly without crushing, will not slip or lock on the pipe, and releases instantly on backward movement without wedging. By throwing the Gripping Jaw back, the pipe can be placed or replaced in V of Wrench without running nut or sleeve back more than one turn. The PIPE CUTTER WHEEL is eccentric, thus insuring a free and rapid cutter, and enables the operator to force up on the nut, or sleeve, when low part of Wheel is in contact with the pipe.



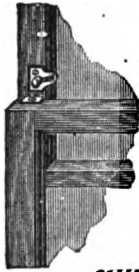
10 inch,	adjustable to pipe from	$\frac{1}{4}$ inch to 1	inch in Diameter.
12 "	"	"	"
15 "	"	"	"

Send for Prices. VISES, MACHINIST TOOLS and HARDWARE SPECIALTIES. Manufactured by

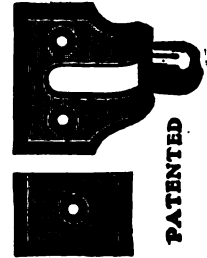
BONNEY VISE & TOOL WORKS, Inc.

3011 to 3015 Chestnut Street, Philadelphia, Pa.

FOR SALE BY ALL JOBBERS.



The Ives Window Ventilating Lock.



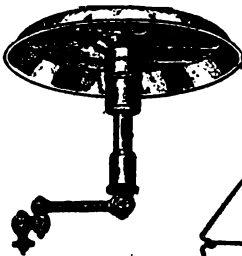
A Safeguard for Ventilating Rooms.
A Lock, quickly applied and operated.
Affording Sure Protection against Intruders.

CHILDREN KEPT IN.

BURGLARS KEPT OUT.

—WRITE FOR DESCRIPTIVE CIRCULAR—

THE H. B. IVES CO., NEW HAVEN, CONN., U. S. A.



Full line of Water
Filters

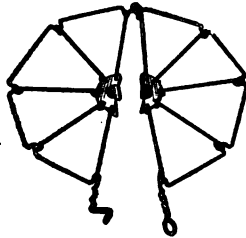
Clothes Drier Racks

Extension Brackets
for Window Shades
Fit any Roller

Write for complete
catalogue and trade
discounts

"Solid Comfort"
Heating and
Cooking Disc

with new Toaster
Attachment unequalled
as a fast seller.



Toaster Attachment



HYGIENIC
WATER
FILTER

Fits any
faucet.

Reversible,
self-cleaning.

A fast seller.

SEED FILTER & MFG. CO.,
158 1/2 Chambers Street, New York

PROFITABLE?



Wouldn't it be profitable
to you to handle KEEN
KUTTER Goods if we
sent people to your store
to ask for them—people
who might otherwise
have bought a cheap tool or sent away
for it?

KEEN KUTTER Goods are salable be-
cause our Advertising tells the public
about them.

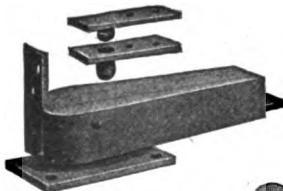
If you handle KEEN KUTTER Goods
you share the results.

It's A Good Business Proposition

SIMMONS HARDWARE COMPANY

Manufacturers and Distributors

U. S. A.



The "Chief" Floor Hinge

**THE SHELBY
SPRING HINGE CO.**

The Shelby Sash Lock

SHELBY, O.

NEW YORK OFFICE, 84-86 Chambers St.
CHICAGO OFFICE, 105 East Lake St.
BOSTON OFFICE, 118 Pearl St.



Ask for our new
catalog of Double
Acting Hinges
and Builders'
Hardware
Specialties.

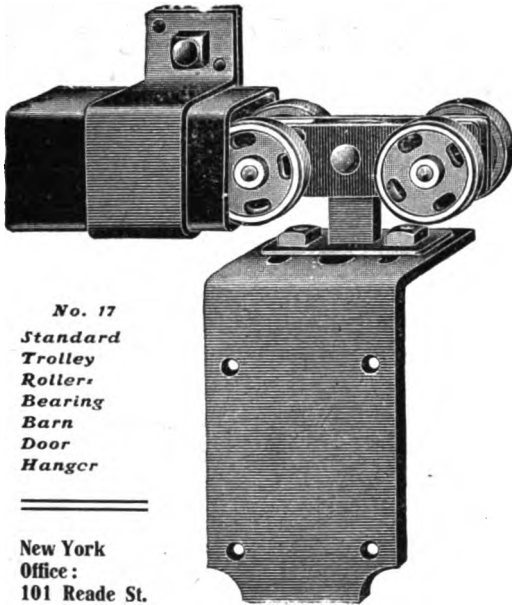


"Sales increasing?"
"Yes." This is what
the Jobbers say about
Bonanza furnaces.

Why? The user is
satisfied and pleased.
Jobbers sell at factory
prices. Cash must ac-
company all orders sent
to factory.

No. 38, one gal. size, \$5.75 net, or
No. 39, 3 qts. size, \$4.50 net.

The Turner Brass Works
61 Franklin Street, Chicago, Ill., U. S. A.



No. 17
Standard
Trolley
Roller
Bearing
Barn
Door
Hanger

New York
Office:
101 Reade St.

The Richards Line

of Door Hangers has won for
itself a place in the very front
rank by

Sheer Force of Merit

All kinds of Door Hangers for
all kinds of sliding doors.
Fire Door Fixtures, Trolley
Carrying Systems.

Send for complete catalogue

The Richards Mfg. Company
AURORA, ILL.



SUPERIOR FLOOR SPRING HINGES AND DOOR HOLDERS

Best and Neatest Yet

Order from your Jobber. If he hasn't them, write us, but take no substitute

SUPERIOR SPRING HINGE CO., 15 South Canal St., CHICAGO



See that hook

For removing tin caps from Bottles

10c



PAT. APP. FOR

A Big Leader at 10 cents.

"YANKEE" Can and Bottle Opener

OPENS ANYTHING

in the shape of a Can or Bottle
Address TAYLOR MANUFACTURING CO., Dept. B., Hartford, Conn.



The "PHENIX" HANGER and FASTENER

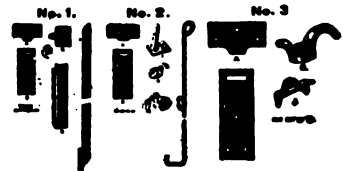
Solves the problem how to hang and fasten
entire Screens and Storm Windows.

We have them to sell at 10, 15, 20 and 30 cents per
set. For catalogue and trade discounts address

Phenix Mfg. Company,

634 Center Street,

MILWAUKEE, WIS.



The Only Perfect Door Rail and Cap

Bird and Sleet proof. Door closes absolutely
tight.

The ONLY Hanger that will adjust itself automati-
cally to doors of from one to four inches in thick-
ness, no matter how much out of plumb the wall may
be. Is roller-bearing, fitted to the rail in such a
manner that the door

CANNOT JUMP THE TRACK.

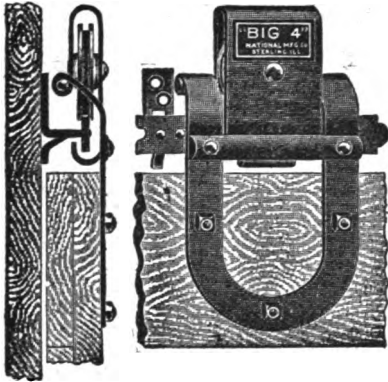
Manufactured only by

AUTOMATIC DOOR RAIL COMPANY

624 W. Lake Street, CHICAGO, ILL.



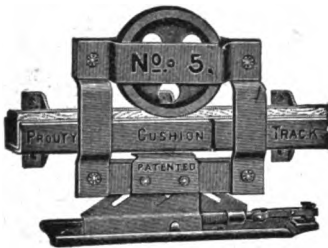
IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



"BIG 4" Flexible Door Hanger

*Anti-Friction - Cannot Jump the Track
Exclusive Sale Given*

National Mfg. Co.
STERLING, ILLINOIS



No. 5

SELL THE BEST

The Prouty No. 5 Cushion Track Hanger will relieve your builder from all the trouble he has previously experienced in Parlor Door Hangers and will save him hours in putting them up. Thousands of sets sold and not a complaint from anyone. Try them and convince yourself.

T. C. PROUTY CO., Ltd., Albion, Mich.

NEW YORK OFFICE, 23 Warren Street



For the 5 and 10 Cent Counter

ABSOLUTELY NEW

A Shelf Bracket

WITH SCREWS ATTACHED

A New Feature. By means of the ingenious device (patent applied for) illustrated herewith, **the Screws for each Bracket are attached to the Bracket itself.** This method of packing the goods has been found to be a great convenience where a large counter business is done. **The Clerk** can attend to an increased number of sales.

The Customer will not reach home to find that the wrong sizes have been put up, or perhaps that the screws have been omitted altogether.

Write for circulars showing full line of Brackets, Coat and Hat Hooks, Spoons, etc.

THE ATLAS MFG. CO., New Haven, Conn., U. S. A.

New York Representatives: J. C. McCARTY & CO., 10 Warren St.

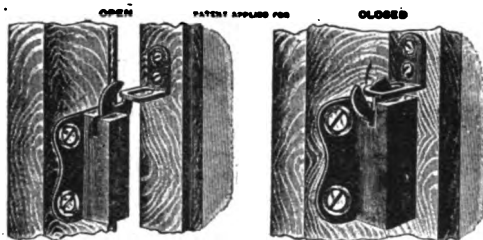
To whom it may concern:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American Door Catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court.

All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc.
DES MOINES, IOWA

WATROUS AUTOMATIC DOOR CATCH

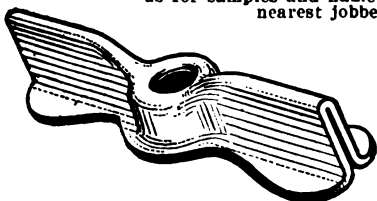


For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No template needed. Any one can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of some one covering your territory who does.

JAPANNED STEEL DOOR BUTTONS

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1½ to 2½ inches. Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.



THE E. L. WATROUS MFG. CO.
DES MOINES, IOWA

90° IS RATHER WARM

But we have taken advantage of this 90° and have applied it to our Columbian Floor Spring Hinge in the way of a new 90° HOLD-BACK FEATURE, and the beauty of it is it works as smoothly in winter as it does in summer. We can still supply you with the 140° HOLD-BACK if you prefer. Now the Hinge "WITH THE DOZEN GOOD FEATURES," wishes to announce that it has increased its twelve already strong points to a "DOZEN and ONE." We have told you about the "ONE," now for the "DOZEN."

It's practically invisible—any door hung on a Columbian Floor Spring Hinge can be taken down in ten seconds, without removing hinge or releasing tension on spring or even so much as loosen a single screw—think of it. It's ball-bearing, dust and rust proof, supplied with an alignment adjuster—just the depth of a double floor 1¼ inches—does not disfigure door with an ugly looking side plate; tension may be adjusted while hinge is in place—simple and compact; easy to install—swings the door smoothly and without strain or jar.

Our assistance may be easily obtained by all that are interested in quality goods—simply drop us a postal and we'll send our catalogue No. 18 and a few convincing arguments about the truth of an up-to-date Floor Hinge, others have done this and now know how to tell a Floor Hinge of quality—get wise—it costs you but a penny.



THE
Columbian Hardware Co.
CLEVELAND, OHIO

NEW YORK:
168 Church Street

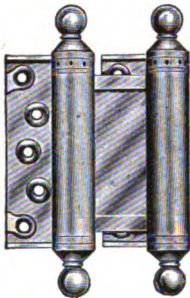
CHICAGO:
26 E. Lake Street

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

D
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Y

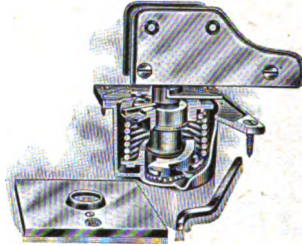
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TRIPLE-END SPRING BUTT



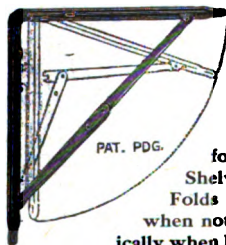
CHICAGO SPRING BUTT



CHICAGO FLOOR HINGE



Chicago Spring Butt Company
CHICAGO CATALOGUE ON REQUEST NEW YORK



GRIFFIN'S FOLDING BRACKET

PAT. PDG.
Best and only Bracket for Folding or Swinging Shelves.
Folds down against the wall when not in use. Locks automatically when lifted up.



Griffin's Pressed Steel Shelf Brackets

(PATENTED.)

Are the strongest, best finished and best selling goods on the market.



Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
ERIE, PENNSYLVANIA

STANLEY'S STEEL CORRUGATED STRAP and T HINGES



LEADERS IN THEIR LINE

For Sale by All Jobbers

Send for "Autobiography of a Yankee Hinge." Mailed Free

THE STANLEY WORKS

79 Chambers St.,
New York

NEW BRITAIN,
CONN.

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BOMMER

SPRING HINGES

ARE QUALITY GOODS



IMITATED
BY ALL

Reject All
Substitutes



EQUALLED
BY NONE

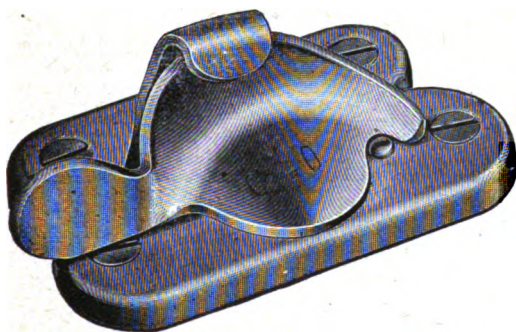
Bommer's
Cost No More



Your Jobbers Can Supply Them

Manufactured by BOMMER BROTHERS, Brooklyn, N. Y.

Established 1876



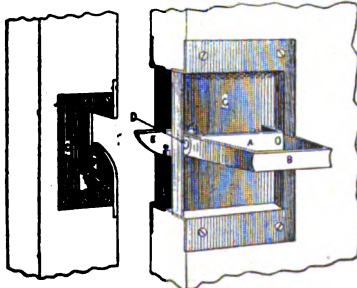
MONITOR SASH LOCKS

Never Break

You sell them and your customer wants them because they are the best.

**The Champion
Safety Lock Co.**

GENEVA, OHIO



One that sets in flush on both sides, and at the same time gives a good hand hold.
Note that handle "B" drops into recess perfectly flush, allowing the door to slide clear back.

"GEM" BARN DOOR LATCH

For SLIDING BARN DOORS

Leads in REPUTATION, QUALITY and SALES. This is the latch that guarantees to win trade. Made entirely of *steel* and suitable for both *swing* and *sliding doors*.

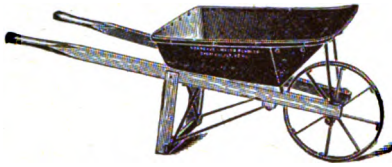
It's a Winner

Send for Circular to-day
\$4.75 a dozen, f.o.b. factory

C. A. PECK HARDWARE & MFG. CO., Berlin, Wis.

This latch is exactly alike on both sides, and comes packed one in a box complete with screws.

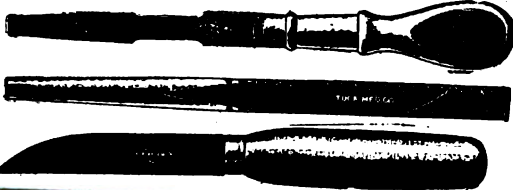
IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



"I Want a Barrow

One that's light, strong and wheels easily." You have heard customers order that way. The Syracuse No. 75 Medium, No. 79 Large will take care of them

SYRACUSE CHILLED PLOW CO.
Syracuse, N. Y., U. S. A.



Established 1852

TUCK MFG. CO.

BROCKTON, MASS.

MANUFACTURERS OF

Fine Tools, Cutlery and Springs

NAIL SETS OF ALL SIZES AND KINDS
Send for Tool Catalogue



Established 1850

Incorporated 1891

EVERYTHING IN BRUSHES

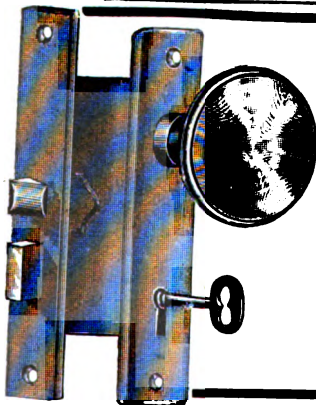
Gerts, Lombard & Co., BRUSH MAKERS

208 and 210 Randolph Street, Chicago

All our best grades have our full firm name stamped on them. This is our guarantee for quality.

ASK YOUR JOBBER FOR THEM

If they haven't them, write us.



Brass Goods Mfg. Co.

BROOKLYN, N. Y.

Manufacturers of

**BUILDERS' HARDWARE
REFRIGERATOR TRIMMINGS
BOX and CHEST TRIMMINGS.**

Special Goods Made To Order.

Write for Catalogue.

HANOVER
WIRE FLY SCREEN
CLOTH AND
OTHER LINES

JOHN M. HART COMPANY

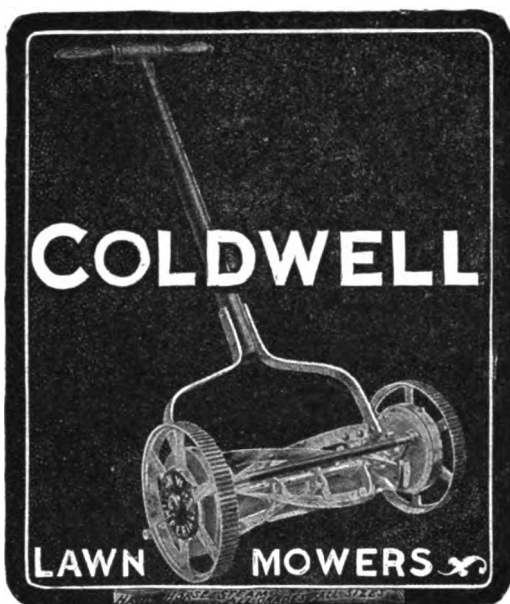
DIRECT REPRESENTATIVE
OF MANUFACTURERS' EXCLUSIVE
JOBBER TRADE

GENERAL OFFICES:

3400 BLOCH, CHICAGO.

OFFICES:
ST. LOUIS
KANSAS CITY
ST. PAUL
MEMPHIS
GRAND RAPIDS

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COLDWELL LAWN MOWERS

**Hand Power
Horse Power
Motor Power**

ALL STYLES ALL PRICES

OVER 600 COLDWELL LAWN MOWERS
in use on the Parks of New
York (Greater).

SEND FOR CATALOGUE.

COLDWELL LAWN MOWER COMPANY,
NEWBURGH, N. Y.

Easy Emptying Grass Catchers



are now made with
Galvanized Steel Bottoms

having adjustable Front Flaps,
as well as with regular duck bot-
toms. Made in two sizes, which
fit any size or make of lawn
mower, and are guaranteed
to give entire satisfaction.
Sold through Hardware Job-
bers. Manufactured by

**The Specialty
Mfg. Co.**

**St. Anthony
Park, Minn.**

Fire! Fire!! Fire!!!

Are You Protected Against Fire?

THE LIGHTNING FIRE EXTINGUISHERS

ARE SURE DEATH TO FIRE.

SAFE, SURE AND SIMPLE TO USE.
Composed of a combination of Dry
Chemicals of absolute permanency.

Prices: Standard Size, \$1.00 each.
Commercial " 1.50

Every Dealer should carry
these in stock, they sell well.
Write for particulars to

The Suffolk Chemical Co.

170 Summer St., Boston, Mass.

Telephone connection.

Maximum

Protection

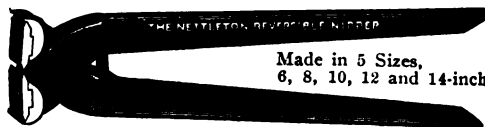
for a

Minimum

Expense

Complete in Every
Detail.

The Nettleton Reversible Nipper



Made in 5 Sizes,
6, 8, 10, 12 and 14-inch

Every Pair Fully Warranted Against Flaws.

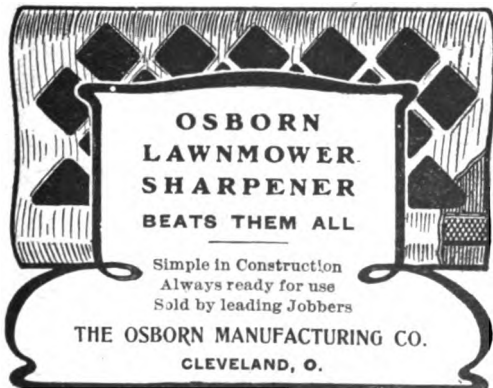
2 TOOLS IN 1

There are two fine cutting edges to each blade, each
held in place by screws. Jaws unusually strong, easily
reversible, adjustable and interchangeable.

6 and 8-inch made for cutting piano wire.
Send for Sample and Prices.

**The Nettleton Mfg. Co., MIDDLETOWN,
CONN.**

New York Office and Salesroom: 157 Chambers St.



**OSBORN
LAWNMOWER
SHARPENER
BEATS THEM ALL**

Simple in Construction
Always ready for use
Sold by leading Jobbers

THE OSBORN MANUFACTURING CO.
CLEVELAND, O.

**Quick
Adjustment,
Longer
Service.**

**No Screwdriver
Required.**



**Not how cheap,
but Quality and
Durability.**

**Write for trade
prices and circular.**

THE SHEAR OF THE YEAR
KRAUT & DOHNAL, Dept. H. No. 168 S. Clark St., Chicago

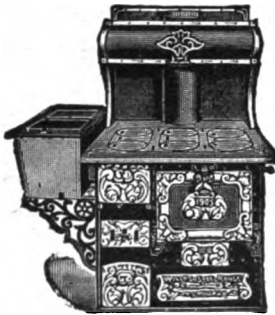


**For Sale Everywhere.
Send for Catalogue.**

LUFKIN
TAPES AND RULES

**Are the Best in the World.
Made by THE LUFKIN RULE CO.
Saginaw, Mich., U. S. A.
New York London**

**TO CLOSE OUT ONE THOUSAND 400-lb. SIX HOLE
STEEL RANGES**



These Ranges Formerly Retailed at \$40 Each.

On account of change in patterns I will close out the entire lot

At \$15 Each

They have six 8-inch lids; Top Cooking Surface, 30 x 34; Large Warming Closet; 15-Gallon reservoir; Oven 17 x 21 x 12; Duplex Grates; Burn Wood or Coal. Lined throughout with Asbestos. Guaranteed strictly first-class in every respect. Big snap for cash buyers. For particulars, address

WM. C. WILLARD

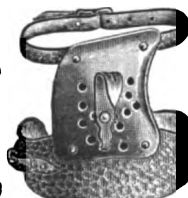
Room No. 59 Willard Bldg, Chestnut St., near 4th St., St. Louis, Mo.



No. 12, Heavy Lea, \$1.25



- No. 14, Assorted Colors Buck Leather, 2 doz. box, \$0.70**
No. 26, Assorted Leathers, Grain or Buck, .80
No. 27, Extra Fine Grain Leather, 1.00
No. 28, Selected, Soft Grain Leather, 1.25
51 STYLES



**No. C 1, - \$2.00
Corn Queen**



**No. C, - \$2.20
No. CC, - 2.25**



**No. AB
No. ABX**

**Corn King
Hooks**



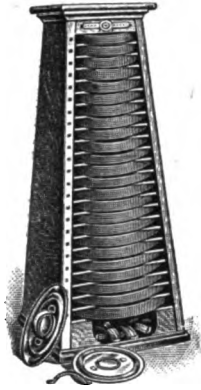
**No. A
No. AA
No. AB
No. AAB
No. ABX**

**\$3.00
2.50
4.25
3.75
7.00**

R. F. CLARK, Mfr. THE FARMERS' LINE 20th CENTURY HUSKERS
100 Lake St., Chicago.

**Ask
Your
Jobber**

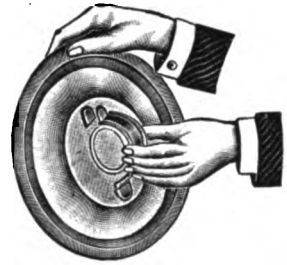
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THIS Pot Cover Cabinet

FURNISHED WITH OUTFIT
OF OUR NEW

Spring-In Handle Pot Cover



Adjusting a Spring-in Handle.

For further information write

LASHER MFG. CO., Inc., Davenport, Iowa

BUILDING PAPERS

A line of all grades suitable for the Hardware and Building Trades

Write for **SAMPLE BOOK** and prices

C. B. HEWITT & BROTHERS

HEADQUARTERS FOR HARDWARE WRAPPING PAPERS
AND WOODWORKING GLUES

48 Beekman Street

NEW YORK CITY

"GLOBE" VENTILATOR

and "Globe Ventilated Ridging" are
Simple, Symmetrical, Storm
Proof, Satisfactory



Copper, Galvanized Iron and with Glass Tops.
Send for Blue Print, Catalogue or Model.
Manufactured by

Globe Ventilator Company
TROY, N. Y.

U.S. INFALLIBLE METAL POLISH

IN
PASTE,
LIQUID
OR
POWDER

FOR ALL KINDS OF METALS

Best, Cheapest, Goes Furthest. Never dries up or
shrinks. Money makers for everybody. Sold by the
Jobbing trade. Sample and circular free by mail.
Address

GEO. W. HOFFMAN, Mfr.,
295 E. Washington St., INDIANAPOLIS, IND.

Branches: { 1-8 Park Row, NEW YORK CITY.
113 E. Madison Street, CHICAGO, ILL.
1770 15th Street, SAN FRANCISCO, CAL.
Established 20 years.

Established 1842



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

The Lovell Window Operating Device

The Best Window Opening Apparatus on the Market and the Only One That Will, if Desired, Operate a Line of Sash 600 Feet Long From One Station.

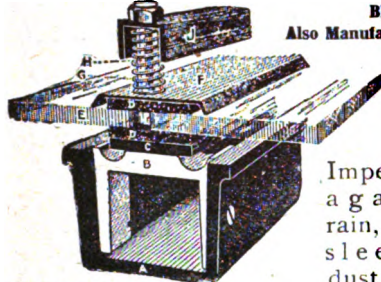
Easily erected with the aid of blue prints, and full directions sent with every shipment.

Manufactured and Erected by **THE G. DROUVE CO.**

BRIDGEPORT, CONN.

Also Manufacturers and Erectors of the

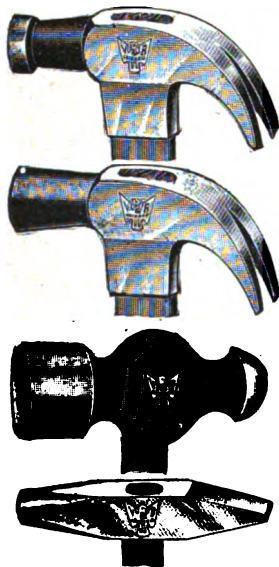
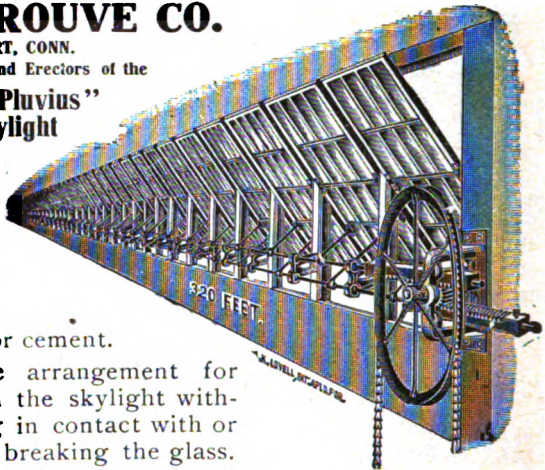
"Anti-Pluvius"
Skylight



- A.—Steel Supporting Bar
- B.—Mall. Iron Bridge
- C.—Flat Iron
- D.—Felt
- E.—Glass
- F.—Copper Sheet Cap
- G.—Coil Galv. Brass Spring
- H.—Galv. Brass Stud
- J.—Bridge (for walking on skylight)

Impervious against rain, snow, sleet or dust, without putty or cement.

Bridge arrangement for walking on the skylight without coming in contact with or danger of breaking the glass.



HAMMERS

Vaughan & Bushnell
Manufacturing Co.

EAGLE BRAND



OUR Eagle stamp on a hammer is a small thing to look for, but a great thing to find. It insures, first of all, *quality*; second, *careful and skilled workmanship*; third, *correct pattern*; and greatest of all, it insures *perfect tempering*, without which no hammer, wherever or however made, can give uniformly good results.

Manufactured at Chicago, Ill., U. S. A., by

Vaughan & Bushnell Manufacturing Co.
1869 **Toolsmiths** 1906



Write us for prices and discounts

We are Headquarters for Quick-Selling Specialties

FIVE AND TEN CENT GOODS

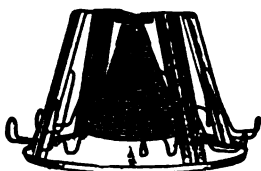
Nickel-Plated Hammers

Our line is not equaled in quality, style, finish and price. Let us prove this assertion. Our catalogue will interest you.

Franklin Specialty Co.

811 Cherry Street

Reading, Pa.



THE ORIGINAL AND ONLY INCANDESCENT

Wire Cone Toaster

For Gas or Gasoline Stoves

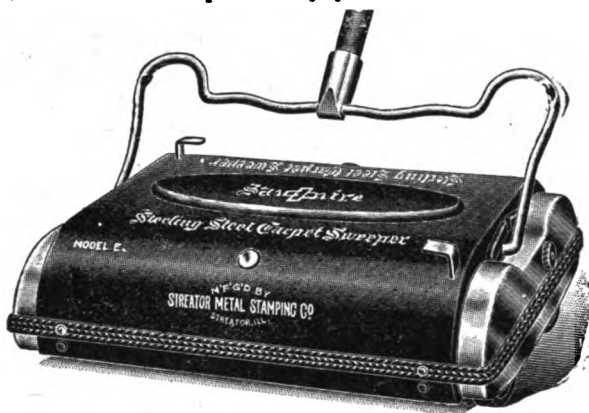
HARKINS & WILLIS, Manufacturers, ANN ARBOR, MICHIGAN.

Convex bottom—fits all stoves—
Grooved Edge catches the crumbs—
Open top toasts the fifth slice—
Or heats Plate, Tea or Coffee Pot—
Toasts five slices in two minutes—
Once tried will use no other—

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

STERLING STEEL CARPET SWEEPERS ONLY SANITARY SWEEPER MADE

Our superb line of **STERLING STEEL CARPET SWEEPERS** is a distinct novelty, containing all of the good points of the highest class sweepers, together with numerous advantages and improvements. Made entirely of cold rolled, drawn, sheet steel, presenting the **HANDSOMEST FINISH** ever shown in sweeper construction and producing the **ONLY SANITARY SWEEPER MADE, NO FREAKS, NO EXPERIMENTS**, but rational improvements and developments that can be demonstrated by any fair minded person. Sold **STRICTLY ON MERITS**. Satisfaction positively guaranteed. Critical experts acknowledge **STERLING STEEL CARPET SWEEPERS** show greater development in sweeper construction than all others in the past thirty years.



"MODEL E, SANTAIRE"

"All working parts protected from dust"

"Guaranteed to sweep when others fail"

"Prices absolutely maintained"

**No argument necessary
Sell on sight**

Write for Illustrated Catalog

MANUFACTURED BY

**STREATOR METAL
STAMPING CO.**

Streator, Ill., U. S. A.

Branches:

**SAN FRANCISCO, 105 Front Street
NEW YORK, No. 10 Warren Street
CHICAGO, 86 E. Lake Street**

**Lightning
Rod
Supplies.**
EVERYTHING.

**Copper Wire Cable.
Copper Tubing and
Points.**

All of best quality and purity guaranteed. Seamless Brass and Copper Tubing of small sizes and thin gauges.

ORDERS FILLED SAME DAY RECEIVED.

I carry in stock a large supply of all the above. Order from me and avoid the delay caused by shipments from Mill, which is an **advantage to you**.

An up to date **Hardware Dealer** wanted in every town and city to handle these goods.

167 Lake Street A. C. DALLAS, Mfr., Chicago, U. S. A.

NORTH WESTERN STOVE REPAIR CO.

Nos. 225-235 West 12th Street, Chicago

**LARGEST AND BEST
STOCK IN THE WORLD**

REPAIRS FOR THE OLDEST AND NEWEST
STOVES, RANGES AND FURNACES

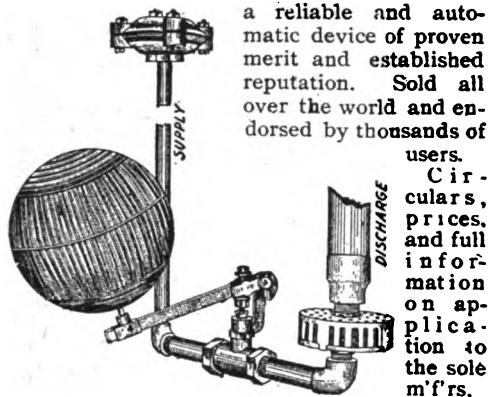
WRITE FOR SUPPLEMENT TO No. 20 CATALOGUE

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION **HARDWARE DEALERS' MAGAZINE**.

WET CELLARS

Positively, permanently and economically drained by the

Gilmax Gellar Drainer,



a reliable and automatic device of proven merit and established reputation. Sold all over the world and endorsed by thousands of users.

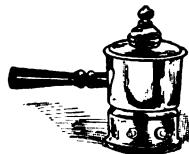
Circulars, prices, and full information on application to the sole m'rs,

The C. M. Kemp Mfg. Co.,
BALTIMORE, MD.

Also manufacturers of Climax Gas Apparatus, Climax Ratchet Stock, Climax Soil Pipe Testing Plug, Pipe Visés, &c.

"PROMETHEUS"

Electric Cooking and Heating Apparatus



A NEW LINE
FOR THE

**Progressive
Hardware Dealer**

NOT A NEW LINE

With the Public Using Electric Lighting Current

Electric Flat Irons, Water Heaters, Air Heaters, Stoves, Curling Irons, Electric Cooking and Heating Utensils of every description.

**YESTERDAY the GAS or CHARCOAL IRON
TO-DAY the ELECTRIC IRON**

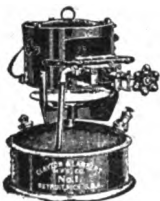
WRITE AND LET US
EXPLAIN



The Prometheus Electric Co.

Manufacturers of

ELECTRIC COOKING AND HEATING APPARATUS
236-238 East 43d Street, New York



No. 1 Fire Pot
\$6.00 Net

its cost in a short time in the saving of fuel alone, and has many advantages not found in other makes. Jobbers sell our line at factory prices. Ask for booklet. It is free.

"Your Money Back if You are not pleased" is our guarantee. It makes it possible for you to order a fire pot or torch of our make and satisfy yourself that it is just what you want. A No. 1 Fire Pot will save you

CLAYTON & LAMBERT MFG. CO.
DETROIT, MICH., U. S. A.



ROBERTSON "HORSESHOE MAGNET" HAMMERS

(Trade Mark)



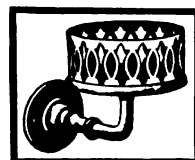
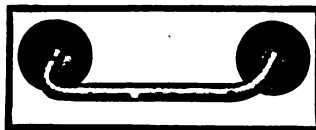
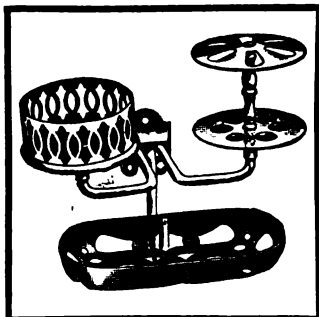
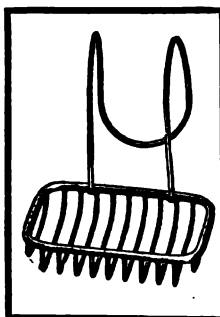
Every hammer stamped with name and trade mark.

For **BILL POSTERS, TRAVELING ADVERTISERS, UNDERTAKERS, UPHOLSTERERS, PAPER HANGERS,** Etc. Also Tack Hammer size for household and general use. Forged from fine steel, warranted strong, permanent magnets.



ARTHUR R. ROBERTSON, Sole Manufacturer (Owner of the Horseshoe Magnet Trade Marks), 144 Oliver Street, Boston, Mass.

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Samples from our complete line of Bath Room Trimmings. Catalogues of Bath Room Trimmings and Furniture Trimmings sent on request.

AMERICAN RING CO., Waterbury, Conn.

**CAST AND WROUGHT BRASS KNOBS
BRASS UPHOLSTERY NAILS**

**OTHER FURNITURE TRIMMINGS IN
GREAT VARIETY**

BRANCH | New York, 1 & 2 Hudson St.
OFFICES | Boston, 170 Summer St.

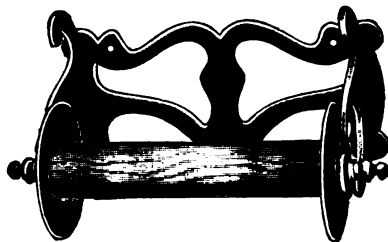
Chicago, 199 Lake St.
Oakland, Cal., Temporary office, 208 Woodmen Bldg.

"Everything comes to the man who goes after the things some other fellow is waiting for."
NOW IS THE TIME TO STOCK UP WITH OUR LINE OF

BATH ROOM TRIMMINGS

Moderate Prices. Over 100 Patterns. Are Solid Brass, Nickered.

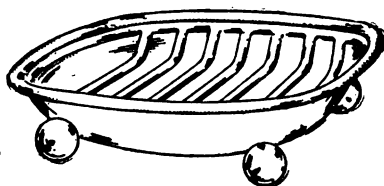
Ask your jobber about our goods.



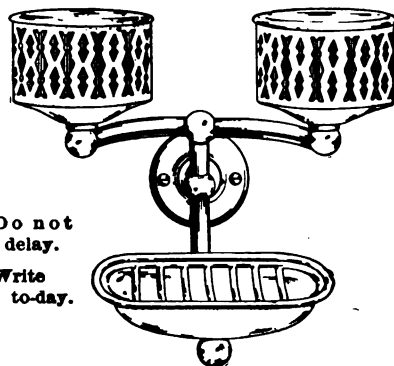
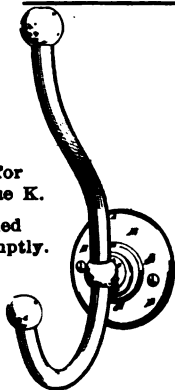
**NOVELTY
MFG. CO.**

DEPT. K.
Waterbury, Conn.

Chicago Office:
JOHN B. HART
47 Michigan Ave.



Send for
Catalogue K.
Orders filled
promptly.



Do not
delay.
Write
to-day.

Eagle Mop Wringers and Buckets Combined

"AHEAD OF THE REST"



The "JUST AS GOOD" is not yet made.
Our line is the standard of Comparison, the Highest point of Mechanic's skill. To appreciate their Merits, you must see them.
We enjoy the proud distinction of being the LARGEST manufacturers in this line. Our SALES are GREATER than the COMBINED sales of all others. The reason is that the EAGLE has better features, is more PRACTICAL and built better than others. To be had from all Jobbers. A Catalogue for the asking.

Ohio Detachable Mops Are Supplanting All Others.

No Cotton Wasted.
Cannot Pull or Rot Off Handle.
For Simplicity and Durability are Unexcelled.
We Guarantee Their Construction and Full Weight.
Are very simple, cotton being clamped with a positive grip by wire which will not break or rust.
Every head comes ready for attachment.
They cover more floor space and outlast the old style round mop of equal ounces.
They are the only perfect Mop Heads and Handles offered to the trade, and we are justified in stating they are the BEST.
Jobbers all over the country taking on this line; ask them.



EAGLE COOPERAGE WORKS,

CIRCLEVILLE,

Sole Manufacturers,

OHIO, U. S. A.

No. 21 KITCHEN CABINET



Lawn Swings and Settees Ironing Boards
Wash Benches
Ladders — Step, Straight and Extension
WRITE FOR CATALOG
THE SPECIALTY MANUFACTURING CO.
TITUSVILLE, PA.

This

Trade Mark

Guarantees Satisfaction

THE "WHITE" MOP WRINGERS



Satisfy Everybody

because they wring the mop perfectly. Others, failing to do this, depend on "talking points." The "White" talks for itself. When a man offers you something "better," or "just as good for less money," invite him to the wringing test.

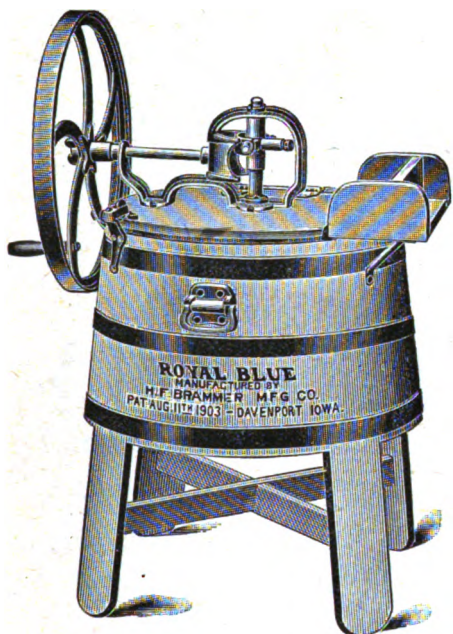
Ask your jobber for the "White."

Send for Booklet.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y., U. S. A.
(Formerly Jamaica, Vt.)

BEWARE OF INFRINGEMENTS

SHALL WE CONFINE OUR SALES TO YOU?



If you wish to have the
EXCLUSIVE SALE for
the

ROYAL BLUE WASHER

in your town, write us at
once. We sell this first-
class washer to only one
dealer in a town. Do
you want the *sole* agency
or shall your competitor
reap the benefit of it?

*We are going to help every
local Agency sell machines.
Write us to-day about the
Agency for your town. A
postal will do. Address*

H. F. BRAMMER MFG. CO.
1449 W. Second Street, DAVENPORT, IOWA

A WHIRLWIND SELLER



The **O-JOY**

A SELF-PROPELLING WATER-MOTOR WASHING MACHINE

Sold exclusively to the
retail merchant.

Don't wait until your
competitor puts in a
stock of these machines.

Write To-day for Agency in Your City

AMERICAN WASHER CO.

**118 SIDNEY STREET
ST. LOUIS, U. S. A.**



Patented

SOON you will buy some of our improved ASH and GARBAGE CANS. Because they have no rivets to pull out, linked hoops to pull off or thin bottoms to rust out; galvanized after assembling

"Body is one piece, having ten flutes inside of which are $\frac{1}{4}$ inch iron rods run through holes in solid top and solid bottom, making it impossible to pull the bottom and top apart." For full particulars write to:

THE ARROW CAN COMPANY

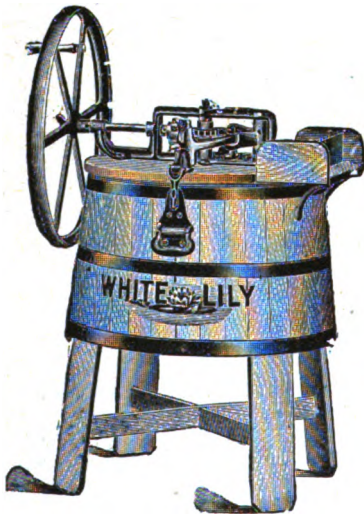
—SOLE MANUFACTURERS—

35 WARREN STREET, NEW YORK

THE ARROW CAN



Our Specialty



... THE ...

WHITE LILY

SELLS AND STAYS SOLD

There are more WHITE LILY WASHERS SOLD than of any other make of WASHING MACHINE.

DO YOU WANT A GOOD SELLER

Write Today

WHITE LILY WASHER CO.

Toledo, Ohio Davenport, Iowa

ELLERS METAL CEILINGS

LATEST AND BEST DESIGNS

EASY TO PUT ON. EASY TO SELL. PRICES ALWAYS RIGHT.

ELLERS ROOFING TIN

THE KIND THAT LASTS

SAMPLES AND PRICES ON APPLICATION

THE ELLER MFG CO.

SUCCESSORS TO J. HELLER & CO.

CANTON OHIO

COKE- AND CHARCOAL PLATES. SOLDER. HANGERS ETC.

CORNICE

EAVES TROUGH. CONDUCTOR PIPE. ROOFING. SIDING ETC.

SKYLIGHTS

THE NAIAD FILTERS

It goes without saying that pure water is an imperative need—that few supplies are pure—that a filter that can be trusted to insure pure water would be a boon to the public and very profitable to the dealer. But physicians are saying that most domestic filters are a delusion and a snare—a distinct source of danger.

Moral: Don't buy a filter for yourself—don't undertake to sell filters, without investigating. Our Booklet on PURE WATER is an up-to-date discussion of the water problem, and affords much information regarding the different kinds of filters. Send for it.

Do you know that the Naiad Filters are new in principle, of moderate cost, and endorsed by expert Sanitarians wherever known? Write for Circulars, Prices, etc.

The Naiad Filter Co., 606 Sudbury Building, Boston, Mass.

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Dana
Peerless

This is the freezer
that sells



Write
for
Dana
Food
Chopper
catalog

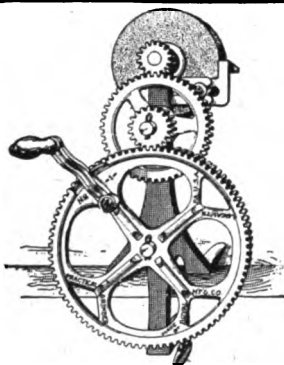
A Full Column in October LADIES' HOME JOURNAL

and other strong advertisements in Delineator, Harper's Bazar, Good Housekeeping, Associated Sunday Magazine, etc., are

Telling Your Customers About the DANA MOP WRINGER

using the health argument, as well as showing how much easier and better in every particular is the DANA. Get a copy or write us for one and ask your jobber now, if you haven't any Dana Mop Wringers in stock.

THE DANA MFG. COMPANY, Cincinnati
10 Warren Street, New York



BEATS THE GRINDSTONE TEN TIMES OVER

HAND POWER AND FOOT POWER GRINDERS AND TOOL SHARPENERS

Alundum Grinding Wheels. Consumers need this kind every day in the year. Four Sizes. Write for Catalogue.
Discount to the Trade.

ROYAL MANUFACTURING CO.,

208 East Walnut Street, Lancaster, Penna., U. S. A.



GET THE BEST ADJUSTABLE SPRING STEEL ROOFING BRACKET

Manufactured by
W. P. Griswold & Co., 37 John St., Springfield, Mass.

DESIRABLE FACTORY OPENINGS

It will repay all manufacturers dissatisfied with their present locations to investigate the excellent manufacturing conditions and opportunities in the Central West and Southwest along the



Factories to turn out builders' hardware of all kinds, and in fact almost every article in daily use, would find the raw material, fuel and labor conditions very favorable. Write for particulars.

Illustrated booklet "Opportunities" and other Rock Island-Frisco literature on application.

M. SCHULTER, Industrial Commissioner
Frisco Building ST. LOUIS, MO.

THE J. L. MOTT IRON WORKS

84-90 Beekman St., N. Y.

Fine Plumbing Fixtures

.....

Ornamental Iron Work
and Stable Fixtures

.....

Boilers and Radiators for
Hot Water and Steam

.....

Ranges and Hot Air
Furnaces



OVERLAND COASTER WAGON

Steel gear; malleable fifth wheel. Reliable steering mechanism. Heavy 11-inch wheels with malleable iron felloes and tire. 7-16-inch angle steel spokes. Removable skeleton type express box. Equipped with hand brake. Attractively finished in six sizes.

Sold by Leading Jobbers Everywhere

Manufactured by

HUNT, HELM, FERRIS & CO., Harvard, Ill.



A COMBINED SAFE and SAVINGS BANK

Strongly and substantially constructed; built on lines of regulation burglar-proof safe. Weight, 12½ lbs.; height, 9 ins.; width, 6¾ ins.; depth, 5¾ ins. Fitted with unpickable, 3 number dial combination lock; three drawers, with top one for money, and two side compartments for papers, etc. Useful for older people as well as children.

O. B. FISH, Manufacturer 6 Harrison St., New York

Manufacturers
of the
Famous

Nova
Scotia
Grind-
stones

For sale at
898 West-
minster St.
Providence, R. I.



It's in the Grit

A substantial Grindstone Frame is important, but how much more necessary is a good Grindstone?

It is the Grit That Grinds

We alone manufacture genuine Berea Grindstones, there is no better grit.

THE CLEVELAND STONE CO.

Cleveland Chicago New York Boston



Pat. Applied for.

THE PORTER CHOPPING KNIFE, COOKIE and BISCUIT CUTTER COMBINED

AND

THE MAGIC PLATE CLEANER

two good selling, profit bearing articles in the line of household furnishings.

Made by

Watson-Porter-Watson Company, Ltd.

UNADILLA, MICH.



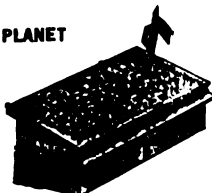
Pat. Applied for.

KICK PLATES

We carry a Large Stock of Specially Selected Brass and Bronze in all widths for Kick Plates and can match any finish of hardware.

THE TURNER BRASS WORKS, 61 North Franklin Street CHICAGO

PLANET



R. F. D. Mail Box with Patented Automatic Flag Signal. Made of 20 gauge galvanized steel. Each box warranted. \$5.40 per doz.

Sanitary Adjustable Strainer Pail
1X Charcoal Tin

12 Qt.	\$4.50
14 "	5.00

Jobbers Sell at Factory Prices. Ask them.

SMITH BROS. MFG. CO.
INDIANAPOLIS, IND.



The BISSSELL

IS THE ONLY CARPET SWEEPER EVER SOLD UNDER A GENUINE PRICE MAINTENANCE SYSTEM.

The Bissell is absolutely the *only* carpet sweeper ever sold at fixed, uniform prices, both wholesale and retail, and the value of this system is well understood by the trade of this country. Jobbers and retailers alike enjoy a feeling of perfect security in the sale of the Bissell sweeper, realizing that their profits are always guaranteed through the operation of a strong, carefully conceived, and rigidly enforced price maintenance policy. No other carpet sweeper has ever possessed even the semblance of a price maintenance system; and Price Maintenance, like Character, is not attained in a minute, but is a thing of slow growth, and to acquire it means a lot of sacrifice and a great deal of determination.

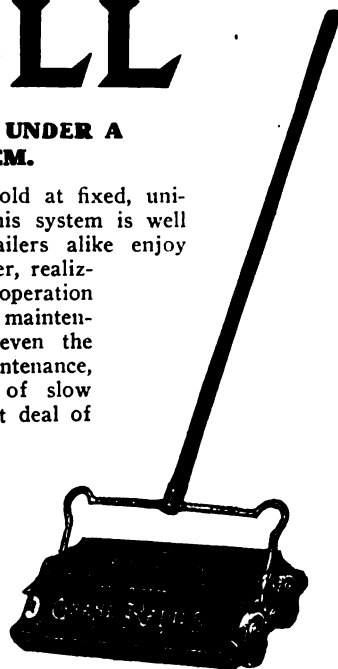
Bissell's Price Maintenance System is the kind that never stops short of strict enforcement of the schedule of prices fixed on Bissell sweepers, and this system protects all the trade and insures our customers good profits in the sale of our goods.

Write for our Christmas Offer, the most liberal we have ever made.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

(Largest and only exclusive Manufacturers of Carpet Sweepers in the world.)



BRANCHES:

**New York
Toronto**

**London
Paris**

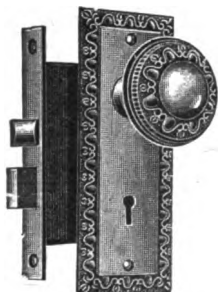
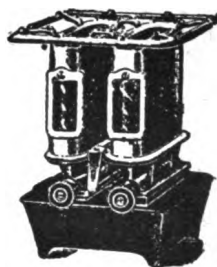
The Taylor & Boggis Foundry Co.

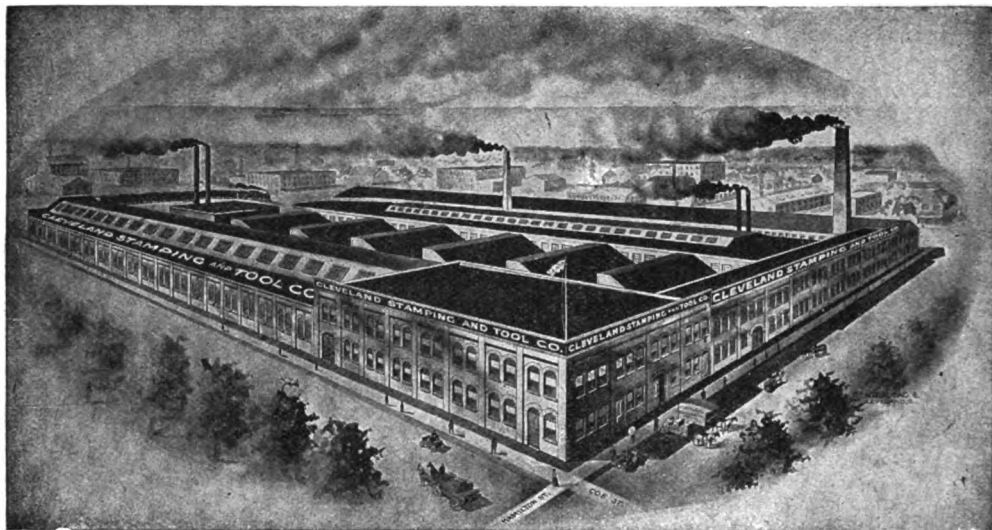
CLEVELAND, O.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS. BUILDERS' HARDWARE.

Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes Hardware Specialties.





The Home of Lava and Volcanic Enameled Ware

was very small five years ago. The above is a fair picture of our plant to-day, and the reason for this rapid growth is that we try to make

Lava and Volcanic Enameled Ware

a little better than anything else on the market. Attractive styles, high-grade quality and reasonable prices are what sell the goods.

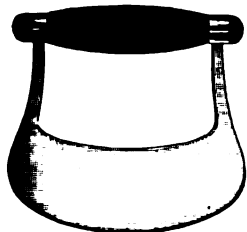
Catalogue and Prices for the asking.

Mention Hardware Dealers' Magazine.

The Cleveland Stamping & Tool Company

CLEVELAND, OHIO

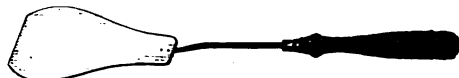
ROBT F. HALL, Portland, Ore., Pacific Coast Agent. SPENCE MFG. CO., Agent, St. Paul, Minn.



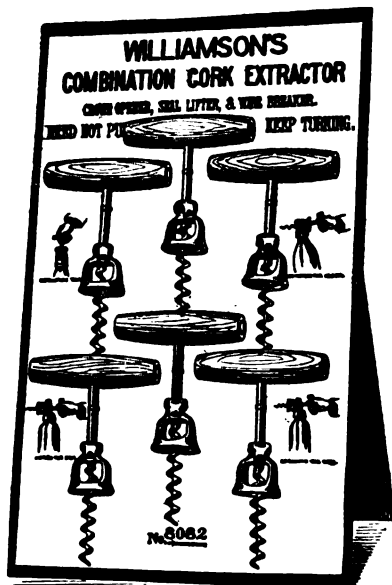
POTTER MANUFACTURING CO., Geneva, Ohio

MANUFACTURERS OF

**High Grade Basting Spoons, Mixing Spoons,
Cake Turners, Mincing Knives, Garden
and Floral Tools, &c.**



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ENOUGH SAID—

Send for a Catalogue

C. T. Williamson Wire Novelty Co.
52-64 Badger Avenue, NEWARK, N. J.

**WALKER'S Quick and Easy
MEAT and FRUIT JUICE PRESS**



ERIE SPECIALTY CO.
Erie, Pa.

The Briscoe System

FROM MANUFACTURER TO DEALER DIRECT

Proven a Merchandising Triumph

We sell to only one merchant in a town—our exclusive agent on all lines.

You don't have to buy any particular amount to hold the agency.

Our product is almost entirely confined to the better grade of goods.

The advertised label makes the agency worth having—establishing plainly and visibly to the consumer the superiority that is really in our goods.

We sell only by correspondence and catalog—no travelers—and don't sell consumers, catalog houses or jobbers.

Our catalog gives net delivered price, and our entire system is designed to be of assistance to the merchant in every way.

We try to be a little more than fair with you in every transaction.

As to our prices—well, they speak for themselves. Study them.

We pay the freight.

SEND FOR OUR LATEST CATALOGUE OF

O-Rib-O Heavy Galvanized Ware (labeled)

Turquoise Enameled Ware (labeled)

Briscoe Tin Ware (labeled)

O-Rib-O Air Tight Hot Blast Stoves

Japonay Enameled Ware (labeled)

Briscoe Oil Stoves and Briscoe Lawn Mowers

Our Exclusive Agency Yours for the Asking—if You Are First
BRISCOE MFG. CO., **Main Office, Detroit, Mich.**

**WILSON BREAD TOASTER**

For Gas, Gasoline and Oil Stoves. The best selling Toaster on the market, because the most Practical and Hygienic. Toasts four slices at once and Steeps Coffee or Poaches Eggs at same time. Heats four Buttrons.

WILSON TOASTER MFG. CO.
Ferguson Building, Pittsburgh, Pa.

OSGOOD SCALES
Popular High Grade Goods
at Right Prices. Send
for Catalogue & Discount Sheet
attractive Storehanger Free!
OSGOOD SCALE CO. Binghamton, N.Y.

Mr. Hardware Manufacturer

How do you mark your goods? In the old-fashioned way? If so, we can interest you. Write for catalogue 000-M which describes our method fully.

DWIGHT SLATE MACHINE CO.,
Hartford, Conn., U. S. A.

Just as the word sterling on silver is a guarantee of quality the mark on a Fishing Rod is a guarantee of value.

CLARK-HORROCKS CO., Utica, New York

MADE ONLY BY

Arnold Searn Cooker
is guaranteed superior to all others. Has more reputation behind it than any other cooker on the market. Dealers should get in on the ground floor with the ARNOLD because the most people know its merits.

Wilmot Castle Co.
81 Elm St., Rochester, N. Y.

PENNSYLVANIA LAWN MOWERS

Supplee Hardware Company
PHILADELPHIA

TRADE "Never Leak" One Drop Oil Can MARK

"NEVER LEAK"
Will not leak. No waste and no wiping off superfluous oil. Can be carried in pocket or case without soiling other articles. Like a fountain pen, $\frac{3}{4}$ inches long by $\frac{1}{8}$ inch diameter. Brass Nickel Plated. The only proper method of oiling fine mechanism. Mounted on Display Card containing one dozen.

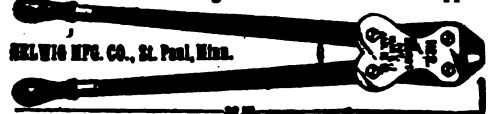
A. F. Weissbach & Bro., Mfrs., 32-38 Prospect St., Newark, N. J.

NO SLIPPING—NO TEARING
with the "COLUMBIA" Can Opener

COLUMBIA

It opens a can RIGHT—at the outside edge—Get the circular—it tells all—Liberal Discounts.

A. F. Weissbach & Bro., Mfrs., Newark, N. J.

Meiwig's Patent Bolt & Rivet Clipper

Light, Strong, Powerful, Durable. No. 1 cuts 3-4 or less; No. 2 cuts 9-16 or less; No. 3 cuts 1-2 or less; No. 4 cuts 3-8 or less. Cuts close to work. Highest Testimonials from Jobbers and Consumers. Send for circular.

ANGLE BENDERS
We make hand-power-benders for forming angles in stock 1-in. thick and under. Light stock can be bent cold.

WALLACE SUPPLY COMPANY
159 GARDEN CITY BLOCK, CHICAGO

MICA CHIMNEYS and Canopies

EUGENE MUNSELL & CO., New York

ROBERT MURRAY,

24 DUANE STREET, NEW YORK CITY.

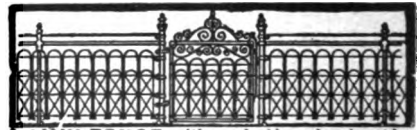
Atlantic Screw Works, Wood Screws, Henry's Pruning Shears, Etc. Maynard's Socket Shovels and Trowels. Wm. Schmitt & Co.'s Mechanics' Tools.

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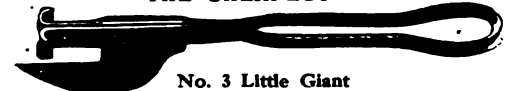


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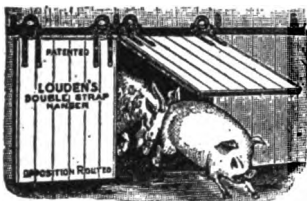
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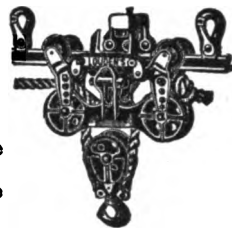


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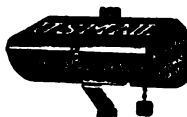


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bers St., New York.

Brass and Copper

Hussey & Co., C. G., Pittsburg, Pa.

Plume & Atwood Mfg. Co., 29 Mur-
ray St., New York.

Bread Mixers

Landers, Frary & Clark, New Bri-
tain, Conn.

Manning, Bowman & Co., Meriden,
Conn.

Pritchard-Strong Co., 29 Circle St.,
Rochester, N. Y.

Brooms

Osborn Mfg. Co., Cleveland, O.

Bronze Powders

Bronze Powder Works, Elizabeth,
N. J.

Gerstendorfer Bros., 231 E. 42d St.,
New York.

Brushes

Gerts-Lumbard & Co., 208-210 Ran-
dolph St., Chicago, Ill.

Milwaukee Dustless Brush Co., Mil-
waukee, Wis.

Osborn Mfg. Co., Cleveland, O.

Ox Fibre Brush Co., Chicago, Ill.

Building Papers

Hewitt & Bro., C. B., 48 Beekman
St., New York.

Bushings, Adjustable Pipe

Armstrong Mfg. Co., 291 Knowlton
St., Bridgeport, Conn.

Butcher Knives

Forschner & Sons, Chas., 206 E. 19th
St., New York.

Kimball Co., C. J., Bennington,
N. H.

National Cutlery Co., Detroit, Mich.

Butcher Saws

Dixson & Sons, Inc., Henry, Phila-
delphia, Pa.

Butcher Tools

Silver Mfg. Co., Salem, Ohio.

Button Cases

New Departure Mfg. Co., Bristol,
Conn.

Cons. Digitized by Google

Butts, Door

Russell & Erwin Mfg. Co., New Britain, Conn.
Stain, Works, New Britain, Conn.
Yale & Towne Mfg. Co., 9-15 Murray St., New York.

Cake Mixers

Landers, Frary & Clark, New Britain, Conn.
Pritchard-Strong Co., 29 Circle St., Rochester, N. Y.

Cake Turners

ArCADE Mfg. Co., Freeport, Ill.
Potter Mfg. Co., Geneva, Ohio.

Calipers and Dividers

Starrett Co., L. S., Athol, Mass.

Can Openers

ArCADE Mfg. Co., Freeport, Ill.
Bills & Son, F. L., Milldale, Conn.
Melasebach & Bro., A. F., Newark, N. J.
Taylor Mfg. Co., The, Hartford, Ct.
White & Son, Ira F., 144 Walnut St., Newark, N. J.

Cans

(See Ash Cans.)

Canvas Boats, Folding

(See Boats.)

Carbide of Silicon

Carborundum Co., Niagara Falls, N. Y.

Carborundum Wheels

Carborundum Co., Niagara Falls, N. Y.

Carriage Hardware

McKinnon Dash Co., Buffalo, N. Y.

Carriage Heaters

Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.
Lehman Bros., 10 Bond St., N. Y. C.
Standard Stamping Co., Marysville, Ohio.

Carpet Sweepers

Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carpet Whips

Andrews Wire & Iron Works, Rockford, Ill.

Ely Mfg. Co., Theo. J., Girard, I. a.

Carriers, Hay

Louden Machinery Co., Fairfield, Ia.

Porter Co., J. E., Ottawa, Ill.

Cars, Children's Hand

Glascock Bros. Mfg. Co., Middle Ind.

Thayer Co., H. N., Erie, Pa.

Cartridges

(See Ammunition.)

Carts, Children's

Hill-Standard Mfg. Co., Anderson, Ind.

Thayer Co., H. N., Erie, Pa.

Carvers, Kitchen

Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Carvers' Knives, Wood

Smith & Hemenway Co., 108 Duane St., New York.

Cash Drawers, Alarm

Nashua Tilt Co., Nashua, N. H.

Cash Recorders

Hough Cash Recorder Co., Indian Orchard, Mass.

Standard Cash Register Co., Wabash Ind.

Castors, Furniture

Clark Co., Geo. P., The, Windsor Locks, Conn.

Reading Hardware Co., Reading, Pa.

Castings, Malleable

Hammer & Co., Branford, Conn.

Catchers, Grass

Specialty Mfg. Co., St. Anthony Park, Minn.

Supplee Hdw. Co., Phila., Pa.

Ceilings, Metal

Berger Mfg. Co., Canton, O.

Eller Mfg. Co., Canton, O.

Friedley-Vahardt Co., 194-204 Mather St., Chicago, Ill.

Cellar Drainers

Kemp Mfg. Co., C. M., Baltimore, Md.

Cements, Fireproof

Johns-Manville, H. W., Co., N. Y. C.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Manning-Bowman Co., Meriden, Conn.

Chain

Bridgeport Chain Co., Bridgeport, Conn.

Onelda Community, Ltd., Onelda, N. Y.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks

Yale & Towne Mfg. Co., 9 Murray St., New York.

Chalk Lines

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Cherry Stoners

Enterprise Mfg. Co., of Pa., Philadelphia, Pa.

Bollman Mfg. Co., Mount Joy, Pa.

Chimney Tops

Iwan Bros., Streator, Ill.

Chisels

Jennings & Co., C. E., 42 Murray St., New York.

Ohio Tool Co., Columbus, O.

Christmas Tree Holders

North Bros. Mfg. Co., Philadelphia, Pa.

Cigarmakers' Cutting Tools

Kraut & Dohnal, 168 Clark St., Chicago, Ill.

Clamps

Hammer & Co., Branford, Conn.

Clipping Machines, Hair

American Shearer Mfg. Co., Nashua, N. H.

Brown & Sharpe Mfg. Co., Providence, R. I.

Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.

Coates Clipper Mfg. Co., Worcester, Mass.

Gillette Clipping Machine Co., 114 W. 32d St., New York.

Hotchkiss, Edward S., Bridgeport, Conn.

Wiebusch & Hilger, Ltd., 9-15 Murray St., New York.

Clocks

New Haven Clock Co., New Haven, Conn.

Western Clock Mfg. Co., La Salle, Ill.

Clothes Bars

Ely Mfg. Co., Theo. J., Girard, Pa.

Martens Co., 40 Dearborn St., Chicago, Ill.

Udell Works, Indianapolis, Ind.

Clothes Dryers

Hill Dryer Co., 315 Park Ave., Worcester, Mass.

Sewd Filter & Mfg. Co., 158 1/2 Chambers St., New York.

Clothes Lines

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Columbian Rope Co., Auburn, N. Y.

Estes Mills, Fall River, Mass.

Plymouth Cordage Co., 382 Court St., No. Plymouth, Mass.

Nashua Cordage Wks., Boston, Mass.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Clothes Lines, Wire

Wright Wire Co., Worcester, Mass.

Atlas Mfg. Co., New Haven, Conn.

National Mfg. Co., Northing, Ill.

Williamson Wire Novelty Co., C. F., Newark, N. J.

Coffee and Spice Mills

ArCADE Mfg. Co., Freeport, Ill.

Enterprise Mfg. Co., of Pa., Philadelphia, Pa.

Landers, Frary & Clark, New Britain, Conn.

Parker Co., Chas., Meriden, Conn.

Buffalo Mfg. Co., Buffalo, N. Y.

Landers, Frary & Clark, New Britain, Conn.

Manning-Bowman Co., Meriden, Conn.

Conductor Pipe

Berger Bros. Co., Philadelphia, Pa.

Cooking Utensils

Avery Stamping Co., Cleveland, O.

Cleveland Stamping & Tool Co., Cleveland, O.

Vollrath Mfg. Co., Sheboygan, Wis.

Cooking Utensils, Electric

Prometheus Electric Co., The, 230 East 43d St., New York.

Cookers, Steam

Castle Co., Wilmot, 81 Elm St., Rochester, N. Y.

Copper

(See Brass and Copper.)

Copper Wire, Cable

Dallas, A. C., 166 Lake St., Chicago.

Cordage

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Channon Co., H., Chicago, Ill.

Columbian Rope Co., Auburn, N. Y.

Plymouth Cordage Co., 382 Court St., No. Plymouth, Mass.

Samson Cordage Wks., Boston, Mass.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Cork Screws and Pullers

ArCADE Mfg. Co., Freeport, Ill.

Erie Specialty Co., Erie, Pa.

Williamson Wire Novelty Co., C. T., Newark, N. J.

Corn Cutters

American Fork & Hoe Co., Cleveland, O.

Cornices, Metal

Berger Mfg. Co., Canton, O.

Eller Mfg. Co., Canton, O.

Cotter Pin Machines, Automatic

Shuster Co., F. B., New Haven, Conn.

Cotton Waste

Estes Mills, Fall River, Mass.

Cranes

Yale & Towne Mfg. Co., 9 Murray St., New York.

Crucibles

Dixon Crucible Co., Jos., Jersey City, N. J.

Crucible Steel

American Tube & Stamping Co., Bridgeport, Conn.

Cultivators

Allen & Co., S. L., Box 1100 H. Philadelphia, Pa.

Syracuse Chilled Plow Co., Syracuse, N. Y.

Cutlery

(See also Knives, Razors, Shears, etc.)

Case & Sons, W. B., Bradford, Pa.

Kimball Co., C. J., Bennington, N. H.

Landers, Frary & Clark, New Britain, Conn.

National Cutlery Co., Detroit, Mich.

Northfield Knife Co., Northfield, Ct.

Silberstein, A. L., 459 Broadway, New York.

Simmons Hardware Co., St. Louis.

Sperry & Alexander Co., 300 Broadway, New York.

Supplee Hardware Co., Phila., Pa.

Udell, U. J., 9 E. Warren St., N. Y. C.

White & Son, Ira F., 144 Walnut St., Newark, N. J.

Cutters, Feed and Ensilage

Silver Mfg. Co., Salem, Ohio.

Dampers

ArCADE Mfg. Co., Freeport, Ill.

Taylor & Boggis Fdry. Co., Cleveland, O.

Dashers, Fenders, etc.

McKinnon Dash Co., Buffalo, N. Y.

Decalcomania Signs

U. S. Decalcomania Co., 154 Lake St., Chicago, Ill.

Door Bells

(See Bells.)

Door Buttons, Steel

Watrous Mfg. Co., E. L., Des Moines, Ia.

Door Catches

Watrous Mfg. Co., E. L., Des Moines, Ia.

Door Checks and Springs

Pullman Mfg. Co., Rochester, N. Y.

Reading Hardware Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Yale & Towne Mfg. Co., 9 Murray St., New York.

Door Hangers

(See Hangers.)

Door Holders

Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.

Door Knobs

(See Locks and Knobs.)

Door Rail

Automatic Door Rail Co., Chicago, Ill.

Draw Knives

Kimball Co., C. J., Bennington, N. H.

Ohio Tool Co., Columbus, O.

Wilkinson & Co., A. J., 180-188 Washington St., Boston, Mass.

Draw Knives, Folding

Wilkinson & Co., A. J., 180-188

Washington St., Boston, Mass.
Drilling Machines
 Dwight Slato Machine Co., Hartford, Conn.
 Shuster Co., F. B., New Haven, Conn.
 Silver Mfg. Co., Salem, O.
Drills, Hand, Breast, etc.
 Millers Falls Co., 28 Warren St., New York.
 Silver Mfg. Co., Salem, O.
 Smith & Hemenway Co., 108 Duane St., N. Y. C.
Drills, Star and Pipe
 Star Expansion Bolt Co., 147 Cedar St., New York.
Drills, Twist
 Standard Tool Co., Cleveland, O.
Drop Forgings
 Billings & Spencer Co., Hartford, Conn.
Dumb Waiters
 (See Elevators.)
Duplicators
 Daus Duplicator Co., Felix G. M., 111 John St., New York.
Eave Trough Hangers
 Berger Bros. Co., Philadelphia, Pa.
Electric Cooking and Heating Apparatus
 (See articles.)
Electrical Supplies
 Prometheus Electric Co., The, 236 E. 43d St., New York.
Elevator Enclosures and Cabs
 Ludlow-Saylor Wire Co., St. Louis, Mo.
 Wright Wire Co., Worcester, Mass.
Elevators and Dumb Waiters
 Eaton & Prince Co., Chicago, Ill.
 Energy Elevator Co., 406 Cherry St., Philadelphia, Pa.
 Kimball Bros., 900 Ninth St., Council Bluffs, Ia.
 O'Neill Elevator Co., 928 Cherry St., Philadelphia, Pa.
 Sedgwick Machine Works, 84 to 88 Carroll St., Poughkeepsie, N. Y.
 Speidel, J. G., Reading, Pa.
 Union Elevator & Machine Co., 144-146 Ontario St., Chicago, Ill.
Elevators, Ice
 Gifford-Wood Co., Hudson, N. Y.
Emery Paper and Cloth
 Baeder, Adamson & Co., Phila., Pa.
Emery Wheel Dresser
 Diamond Saw & Stamping Wks., Buffalo, N. Y.
Enameled Ware
 Briscoe Mfg. Co., Detroit, Mich.
 Cleveland Stamping & Tool Co., The, Cleveland, O.
 Vollrath Mfg. Co., Sheboygan, Wis.
Enamels
 (See Paints.)
Excelsior, Packing
 Huffman & Co., Theo. P., 648 W. 34th St., New York.
Expansion Bolts
 Star Expansion Bolt Co., 147 Cedar St., New York.
Eye Banders
 (See Banders.)
Faucets, Wooden
 Sommer's Son, John, 355-365 Central Ave., Newark, N. J.
Feed Cutters
 Silver Mfg. Co., Salem, O.
Fencing, Iron and Steel
 Enterprise Foundry & Fence Co., Indianapolis, Ind.
Fencing, Wire
 Clinton Wire Cloth Co., Clinton, Mass.
 Cyclone Woven Wire Fence Co., Holly, Mich.
 Gilbert & Bennett Mfg. Co., Chicago, New Jersey Wire Cloth Co., Trenton, N. J.
 Wright Wire Co., Worcester, Mass.
Files and Rasps
 Delta File Co., 3227 Frankford Ave., Philadelphia, Pa.
 Diston & Sons, Inc., Henry, Philadelphia, Pa.
 Nicholson File Co., Providence, R. I.
Files, Rotary
 Rotary File & Mach. Co., 580 Kent Ave., Brooklyn, N. Y.
Filters, Water
 Griswold & Co., W. P., 37 John St., Springfield, Mass.
 Naiaid Filter Co., 606 Sudbury Bldg., Boston, Mass.
 Seed Filter & Mfg. Co., 158½ Chambers St., New York.
Finger Nail Clippers
 Cook Co., H. C., Ansonia, Conn.

Snow, L. T., 108 Duane St., N. Y.
 Sperry & Alexander Co., 300 Broadway, New York.
Fire Extinguishers
 Suffolk Chemical Co., 170 Summer St., Boston, Mass.
Fire Pots and Torches
 Clayton & Lambert Mfg. Co., Detroit, Mich.
 Turner Brass Works, The, 61 No. Franklin St., Chicago, Ill.
Fireplace Goods
 Rostand Mfg. Co., Milford, Conn.
Fishing Boat
 Jarvis Co., W. B., 41 Canal St., Grand Rapids, Mich.
Fishing Reels
 America Co., 91 North St., Monaca, Ill.
 Clark-Horrocks Co., Utica, N. Y.
 Enterprise Mfg. Co., Akron, O.
Fishing Rods
 Clark-Horrocks Co., Utica, N. Y.
Fishing Tackle
 Chester Co., F. E., Providence, R. I.
 Clark-Horrocks Co., Utica, N. Y.
 Enterprise Mfg. Co., Akron, O.
 Jarvis Co., W. B., 41 Canal St., Grand Rapids, Mich.
 Martins' Sons, E. J., Rockville, Ct.
Fishing Tackle Boxes
 Merriam Mfg. Co., Durham, Conn.
Floor Hinges
 Columbian Hdw. Co., Cleveland, O.
 Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.
Fly Killers, Wire
 Bigelow, J. F., Worcester, Mass.
Football Supplies
 Draper & Maynard Co., Plymouth, N. H.
Food Choppers
 Dana Mfg. Co., Cincinnati, O.
 Enterprise Mfg. Co. of Pa., The, Philadelphia, Pa.
 Landers, Frary & Clark, New Britain, Conn.
 Rollman Mfg. Co., Mount Joy, Pa.
Forges, Blacksmiths'
 Silver Mfg. Co., The, Salem, Ohio.
Forks
 (See Agricultural Implements.)
Foundry Supplies
 Osborn Mfg. Co., Cleveland, O.
Fruit Presses
 (See Presses.)
Furnaces and Heaters
 Mott Iron Works, J. L., 84-90 Beekman St., New York.
Furnaces
 (See Soldering Furnaces.)
Furniture Trimmings
 American Ring Co., Waterbury, Ct.
Garden Tools
 Am. Fork & Hoe Co., Cleveland, O.
 Arcade Mfg. Co., Freeport, Ill.
 Cronk & Carrier Mfg. Co., Elmira, N. Y.
 Potter Mfg. Co., Geneva, Ohio.
Gas Furnaces
 Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.
Gas Lamps, Inverted
 Manhattan Screw & Stamping Wks., 202 W. 11th St., New York.
Gas Lighters
 Oakman Mfg. Co., 84 Chambers St., New York.
Gates, Ornamental
 Cyclone Woven Wire Fence Co., Holly, Mich.
Gear Cutters
 Dwight Slato Machine Co., Hartford, Conn.
Glass Cutting Boards
 Lufkin Rule Co., Saginaw, Mich.
Gongs
 (See Bells.)
Glue
 Baeder, Adamson & Co., Philadelphia, Pa.
 Hewitt & Bros., C. B., 48 Beekman St., New York.
Gloves, Baseball, etc.
 Draper-Maynard Co., Plymouth, N. H.
 Dixon Crucible Co., Jos., Jersey City, N. J.
Grass Catchers
 (See Catchers.)
Grinders, Alundum
 Royal Mfg. Co., 208 E. Walnut St., Lancaster, Pa.
Grindstones
 Atlantic Grindstone Co., Providence, R. I.
 Cleveland Stone Co., Cleveland, O.

Richards Mfg. Co., Aurora, Ill.
Grindstones, Bicycle
 Cleveland Stone Co., Cleveland, O.
 Richards Mfg. Co., Aurora, Ill.
Gun Cleaners
 Union Hdw. Co., Torrington, Ct.
Guns
 Baker Gun & Forging Co., Batavia, N. Y.
 Harrington & Richardson Arms Co., 323 Park Ave., Worcester, Mass.
 Hopkins & Allen Arms Co., The, Dept. B, Norwich, Conn.
 Johnson's Arms & Cycle Works, Iver, Fitchburg, Mass.
 Marlin Fire Arms Co., 21 Willow St., New Haven, Conn.
 Stevens Arms & Tool Co., J., Chicopee Falls, Mass.
Hack Saws
 (See Saws.)
Hair Clippers
 (See Clipping Machines.)
Home Fasteners
 Bridgeport Chain Co., Bridgeport, Conn.
Hammers, Drop
 Billings & Spencer Co., Hartford, Conn.
 Merrill Bros., Brooklyn, N. Y.
Hammers, Hand
 Arcade Mfg. Co., Freeport, Ill.
 Cheney Hammer Co., Henry, Little Falls, N. Y.
 Franklin Specialty Co., Reading, Pa.
 Robertson, Arthur R., 144 Oliver St., Boston, Mass.
 Rock River Mfg. Co., Dept. F., Dixon, Ill.
 Vaughan & Bushnell Mfg. Co., Chicago, Ill.
Hammers, Magnet
 Robertson, Arthur R., 144 Oliver St., Boston, Mass.
Hammocks
 Hohfeld Mfg. Co., 8th and Dauphin Sts., Philadelphia, Pa.
Hand and Bench Screws
 Chapin-Stephens Co., Pine Meadow, Conn.
 Ohio Tool Co., Columbus, O.
Handles, Wooden
 Hartwell Bros., Chicago Heights, Ill.
 Rock River Mfg. Co., Dixon, Ill.
Hangers, Barn Door
 Automatic Door Rail Co., 624 W. Lake St., Chicago, Ill.
 Loudon Machinery Co., Fairfield, Ia.
 Myers & Bro., F. E., Ashland, O.
 National Mfg. Co., Sterling, Ill.
 Porter Co., J. E., Ottawa, Ill.
 Richards Mfg. Co., Aurora, Ill.
Hangers, House Door
 Arcade Mfg. Co., Freeport, Ill.
 Automatic Door Rail Co., 624 W. Lake St., Chicago, Ill.
 Chicago Spring Butt Co., Chicago.
 National Mfg. Co., Sterling, Ill.
 Prouty Co., T. C., Albion, Mich.
 Richards Mfg. Co., Inc., Aurora, Ill.
Hangers, Screen and Window
 Phenix Mfg. Co., Milwaukee, Wis.
Hardware Jobbers
 Butler Bros., Chicago and N. Y. C.
 Simmons Hardware Co., St. Louis, Mo.
 Supple Hardware Co., Philadelphia, Pa.
 Weiland, Chas., 147 Chambers St., New York.
Hardware Manufacturers' Agents
 Graham & Co., John H., 113 Chambers St., New York.
 Hart Co., John M., Ashland Block, Chicago, Ill.
 Smith & Hemenway Co., 108-110 Duane St., New York.
 Wiebusch & Hilger, Ltd., 9-15 Murray St., New York.
Harmonicas
 M. Hohner, 475 Broadway, N. Y. C.
Harness Dressing
 Frank Miller Co., The, 394 West 28th St., New York.
Harness Snaps
 Covert Mfg. Co., Troy, N. Y.
 Reading Hardware Co., Reading, Pa.
Harness Straps
 Covert Mfg. Co., Troy, N. Y.
Hatchets
 (See Axes and Hatchets.)
Hay Knives
 Fly Mfg. Co., Theo. J., Girard, Pa.
 Iwan Bros., Streator, Ill.

Haying Tools

Hunt-Helm-Ferris & Co., Harvard, Ill.
Louden Machinery Co., Fairfield, Ia.
Myers & Bro., F. E., Ashland, O.
Porter Co., J. E., Ottawa, Ill.

Heaters

(See Stoves; Carriage Heaters.)

Heaters and Boilers

Mott Iron Works, J. L., The, 84-90
Beekman St., New York.

Heating and Cooking Disc

Seed Filter & Mfg. Co., 158½ Cham-
bers St., New York.

Heel Plates

Griffin Mfg. Co., Erie, Pa.
Stanley Works, New Britain, Conn.

Hinges, Floor

Bommer Bros., Brooklyn, N. Y.
Columbian Hdw. Co., Cleveland, O.
Superior Spring Hinge Co., 15 So.
Canal St., Chicago, Ill.

Hinges, Spring

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago,
Ill.

Columbian Hdw. Co., Cleveland, O.
Shelby Spring Hinge Co., Shelby, O.

Hinges, Strap and T

Griffin Mfg. Co., Erie, Pa.
National Mfg. Co., Sterling, Ill.
Stanley Works, The, New Britain,
Conn.

Hinges, Window and Screen

Arcade Mfg. Co., Freeport, Ill.

Hoos

(See Agricultural Implements.)

Rock River Mfg. Co., Dept. F.,
Dixon, Ill.

Hoists, Chain

Spindel, J. G., Reading, Pa.
Yale & Towne Mfg. Co., 9 Murray
St., New York.

Hoists, Electric

Yale & Towne Mfg. Co., 9 Murray
St., New York.

Hollow Ware

Avery Stamping Co., Cleveland, O.
Briscoe Mfg. Co., Detroit, Mich.
Cleveland Stamping & Tool Co.,
Cleveland, O.

Vollrath Mfg. Co., Sheboygan, Wis.

Hooks, Box

Patterson, Gottfried & Hunter, Ltd.,
146-150 Centre St., New York.

Hooks, Fishing

Chester & Co., F. E., Providence, R.I.
Enterprise Mfg. Co., Akron, O.

Horse Mowers

Coldwell Lawn Mower Co., New-
burgh, N. Y.

Horseshoe Nails

(See Nails.)

Horse Poles

Ely Mfg. Co., Theo. J., Girard, Pa.

Hose Racks

Specialty Mfg. Co., St. Anthony
Park, Minn.

Hydraulic Presses

Waterbury-Farrel Foundry & Mach.
Co., Waterbury, Conn.

Ice Cream Freezers

Dana Mfg. Co., Cincinnati, O.
North Bros. Mfg. Co., Phila., Pa.

Ice Picks

Arcade Mfg. Co., Freeport, Ill.
Ducharme & Co., Shelburne Falls,
Mass.

Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.

Ice Shredders

Enterprise Mfg. Co. of Pa., Phila., Pa.
Graham & Co., J. H., 113 Cham-
bers St., New York.

Ice Tools

Arcade Mfg. Co., Freeport, Ill.
Gifford-Wood Co., Hudson, N. Y.

Ironing Boards

Auxiliary Ironing Board Co., Roch-
ester, N. Y.

Udell Works, Indianapolis, Ind.

Jacks

Barth Mfg. Co., G., Milwaukee,
Wis.

Covert Mfg. Co., Troy, N. Y.
Oliver Mfg. Co., 215 Desplaines St.,
Chicago, Ill.

Jewelry and Kindred Lines

Myers Co., S. F., 47v-49 Maiden
Lane, New York.

Job Lots, Hardware

Peck & Mack Co., 10-12 Murray St.,
New York.

Welland, Chas., 147 Chambers St.,
New York.

Jockey Stick

Ely Mfg. Co., Theo. J., Girard, Pa.

Joist Hammer

Columbian Hdw. Co., Cleveland, O.

Key Rings

Ames Sword Co., Chicopee, Mass.
Smith & Egge Mfg. Co., Bridgeport,
Conn.

Kick Plates

Reading Hdw. Co., Reading, Pa.
Russell & Erwin Mfg. Co., New
Britain, Conn.

Turner Brass Wks., The, 61 North
Franklin St., Chicago, Ill.

Yale & Towne Mfg. Co., 9 Murray
St., New York.

Kitchen Cabinets

Specialty Mfg. Co., Titusville, Pa.

Knives

(See Butcher, Mining, Pocket,
etc.)

Kraut Cutters

Diston & Sons, Inc., Henry, Phila-
delphia, Pa.

Ladders

Specialty Mfg. Co., Titusville, Pa.
Udell Works, 1238 W. 28th St., In-
dianapolis, Ind.

Ladders, Rolling Shelf

Bicycle Step Ladder Co., 55 Ran-
dolph St., Chicago, Ill.

Coburn Trolley Track Mfg. Co.,
Holyoke, Mass.

Milbradt Mfg. Co., 1445 N. 8th St.,
St. Louis, Mo.

Myers & Bro., F. E., Ashland, O.

Plume & Atwood Mfg. Co., 29 Mur-
ray St., New York.

Lamp Burners, Glass Cone
Maple Co., R. H., Dayton, Ohio.

Lamps

Plume & Atwood Mfg. Co., 29 Mur-
ray St., New York.

Royal Gas Light Co., 209 E. Kinzie
St., Chicago, Ill.

Lamps, Driving

Ham Mfg. Co., C. T., Rochester, N. Y.

Lamps, Miners'
McIntock & Irvine Co., Pittsburg,
Pa.

Lanterns

Berger Mfg. Co., Canton, O.

Ham Mfg. Co., C. T., Rochester,
N. Y.

Pritchard-Strong Co., 29 Circle St.,
Rochester, N. Y.

Latches

Peck Hardware & Mfg. Co., C. A.,
Berlin, Wis.

Lathing, Wire

Clinton Wire Cloth Co., Clinton,
Mass.

Ludlow-Saylor Wire Co., The, St.
Louis, Mo.

Lawn Mower Sharpener
Osborn Mfg. Co., Cleveland, O.

Lawn Mowers

Briscoe Mfg. Co., Detroit, Mich.
Coldwell Lawn Mower Co., New-
burgh, N. Y.

Mass Foss & Co., Springfield, Ohio.
Reading Hdw. Co., Reading, Pa.

Supplies Hdw. Co., Philadelphia, Pa.

Lawn Sprinklers
Griswold & Co., W. P., 37 John St.,
Springfield, Mass.

Specialty Mfg. Co., St. Anthony
Park, Minn.

Standard Stamping Co., Marysville,
O.

Lawn Swings

Specialty Mfg. Co., Titusville, Pa.

Leather Goods, Carriage
McKinnon Dash Co., Buffalo, N. Y.

Leather Goods, Sporting
Draper & Maynard Co., Plymouth,
N. H.

Levels

Chapin-Stephens Co., Pine Meadow,
Conn.

Davis & Cook, Watertown, N. Y.

Stanley Rule & Level Co., New Bri-
tain, Conn.

Lightning Rod Supplies
Dallas, A. C., 166 Lake St., Chicago.

Lighting Systems
Royal Gas Light Co., 209 East Kin-
zie St., Chicago, Ill.

Oakman Mfg. Co., 84-86 Chambers
St., New York.

Locks and Knobs, Door
Reading Hdw. Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Bri-
tain, Conn.

Taylor & Boggis Fdry. Co., Cleve-
land, O.

Yale & Towne Mfg. Co., 9 Murray
St., New York.

Lockers, Wire

Wright Wire Co., Worcester, Mass.

Ludlow-Saylor Wire Co., St. Louis,
Mo.

Lubricants

(See also Oil.)

Dixon Crucible Co., Jos., Jersey
City, N. J.

Machinery

Diamond Saw & Stamping Works,
Buffalo, N. Y.

Dwight Slate Machine Co., Hart-
ford, Conn.

Patterson, Gottfried & Hunter, 146-
150 Centre St., New York.

Waterbury-Farrel Foundry & Mach.
Co., Waterbury, Conn.

Machinists' Tools

Billings & Spencer Co., Hartford,
Conn.

Diamond Saw & Stamping Works,
Buffalo, N. Y.

Patterson, Gottfried & Hunter Co.,
146-150 Centre St., New York.

Starrett Co., L. S., Athol, Mass.

Mail Boxes

Hawkeye Pump Co., Washington, Ia.

Heise & Brauer, 66 Union Pa-
Court, Chicago, Ill.

Heasler Co., H. E., 500 North Sa-
lina St., Syracuse, N. Y.

Merriam Mfg. Co., Durham, Conn.

Peck Hardware Mfg. Co., C. A.,
Berlin, Wis.

Reading Hdw. Co., Reading, Pa.

Smith Bros. Mfg. Co., Indianapolis,
Ind.

Taylor & Boggis Fdry. Co., Cleve-
land, O.

Manicure Goods
Sperry & Alexander Co., 300 Broad-
way, New York.

Mantels

Ironton Wood Mantel Co., Ironton,
O.

Manufacturers' Agents

(See Hardware.)

Marine Hardware

Morris Co., A. S., 210-212 Commer-
cial St., Boston, Mass.

Marking Fluid

Jarvis Co., W. B., 41 Canal St.,
Grand Rapids, Mich.

Mats, Wire

Clinton Wire Cloth Co., Clinton,
Mass.

Meat Choppers

(See Food Choppers.)

Medicine Cabinets

Udell Works, 1238 West 28th St.,
Indianapolis, Ind.

Metal Ceilings

Berger Mfg. Co., Canton, O.

Eller Mfg. Co., The, Canton, O.

Friedley-Voshardt Co., 194 Mather
St., Chicago, Ill.

Metal Polish

(See Polish.)

Mica, All Purposes

Munsell & Co., Eugene, New York.

Microscopes

Starrett Co., L. S., Athol, Mass.

Mining Knives

Arcade Mfg. Co., Freeport, Ill.

Potter Mfg. Co., Geneva, Ohio.

Miters, Roofing

Whiteacre Mfg. Co., J. E., Rock-
ford, Ill.

Miter Boxes

Miller Falls Co., 28 Warren St.,
New York.

Smith & Hemenway Co., 108 Duane
St., New York.

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Eagle Cooperage Wks., Circleville, O.

Ely Mfg. Co., Theo. J., Girard, Pa.

White Mop Wringer Co., Falmes-
ville, N. Y.

Mops

Arcade Mfg. Co., Freeport, Ill.

Eagle Cooperage Wks., Circleville, O.

Estes Mills, Fall River, Mass.

Motors, Water

Divine Water Motor Co., 108-110
Duane St., New York.

Mouse Traps

Burditt & Williams Co., Boston, Mass.

Hotchkiss, E. S., Bridgeport, Conn.

Mowers

(See Horse; see Lawn.)

Nail Pullers

Bridgeport Hardware Mfg. Co.,
Bridgeport, Conn.

Morrill, Chas., 275 Broadway, N. Y.

Smith & Hemenway, 108-110 Duane
St., New York.

Tower & Lyon Co., 95 Chambers St.,
New York.

Nails, Copper
Husey & Co., C. G., Pittsburg, Pa.

Nails, Horseshoe
Livingston Nail Co., 104 Reade St., New York

Wiebusch & Hilger, Ltd., 9-15 Murray St., New York

Nails, Wire
Townsend Co., C. C. & E. P., New Brighton, Pa.

Needles, Machine
Excelsior Supply Co., Chicago, Ill.

Nippers
(See Pliers and Nippers.)

Nut Crackers
Arcade Mfg. Co., Freeport, Ill.

Nuts
(See Bolts and Nuts.)

Oil Cans, Spout and Faucet
Berger Mfg. Co., Canton, O.
Wall Mfg. Supply Co., P., Allegheny, Pa.

Oil Cans, Pocket
Meiselbach & Bro., A. F., 32-38 Prospect St., Newark, N. J.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Hammer & Co., Branford, Conn.
McClintock & Irvine Co., Pittsburg, Pa.
Wall Mfg. Supply Co., P., Allegheny, Pa.
Wilkinson Mfg. Co., 69 Wall St., New York

Oil Heaters
(See Stoves.)

Oil, Lubricating
Cole Co., G. W., 145 Broadway, New York
Graham & Co., John H., New York
Pike Mfg. Co., Pike, N. H.

Oil Stones
Carborundum Co., Niagara Falls, N. Y.
Pike Mfg. Co., Pike, N. H.

Oil Stoves
(See stoves.)

Optical Goods
Manasse, L., 88 Madison St., Chicago, Ill.

Padlocks
Ames Sword Co., Chicopee, Mass.
Russell & Erwin Mfg. Co., New Britain, Conn.
Yale & Towne Mfg. Co., 9 Murray St., New York

Pails, Strainer
Smith Bros. Mfg. Co., Indianapolis, Ind.

Paint Remover
(See Varnish Remover.)

Paint, Silica Graphite
Dixon Crucible Co., Jos., Jersey City, N. J.

Paints, Varnishes, Enamels, etc.
Adams & Elting Co., Chicago, Ill.
Briggs & Co., John, Boston, Mass.
Enterprise Paint Mfg. Co., 225-231 N. Van Buren St., Chicago, Ill.
Gerstendorfer Bros., 231 E. 42d St., New York
Lucas & Co., John, Philadelphia, Pa.
Nice, Eugene E., 272-274 South 2d St., Philadelphia, Pa.
Pitkin Co., Geo. W., Chicago, Ill.

Paper, Hardware Wrapping
Hewitt & Bros., C. B., 48 Beekman St., New York

Patents
Peck, Hubert E., 625 F St., Washington, D. C.

Perforated Metal
Clinton Wire Cloth Co., Clinton, Mass.

Pinking Machines
Botary File & Machine Co., The, 589 Kent Ave., Brooklyn, N. Y.

Pipe Coverings
Johns-Manville Co., H. W., N. Y. C.

Pipe Cutters
Barnes Tool Co., New Haven, Conn.

Pipe Hooks and Straps
Berger Bros. Co., 231-237 Arch St., Philadelphia, Pa.

Pistols
(See also Revolvers.)
Johnson's Arms & Cycle Works, Iver, Fitchburg, Mass.
Stevens Arms & Tool Co., J., Chicopee Falls, Mass.

Planes
Chapin-Stephens Co., Pine Meadow, Conn.
Ohio Tool Co., Columbus, O.
Stanley Rule & Level Co., New Britain, Conn.

Tower & Lyon Co., 95 Chambers St., New York

Plate Cleaners
Lasher Mfg. Co., Davenport, Ia.
Watson-Porter-Watson Co., Ltd., Uxbridge, Mich.

Plated Ware, Silver
Associated Silver Co., 174 E. Lake St., Chicago, Ill.
International Silver Co., Meriden, Conn.
Onelda Community, Ltd., Onelda, N. Y.

Pliers and Nippers
Billings & Spencer Co., Hartford, Conn.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Morrill, Chas., 275 Broadway, New York
Nettleton Mfg. Co., Middletown, Conn.
Smith & Hemenway Co., 108 Duane St., New York
Schollhorn Co., Wm., New Haven, Conn.

Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Plumb Bobs
Starrett Co., L. S., Athol, Mass.

Plumbers' Brass Goods
Lauders, Frary & Clark, New Britain, Conn.

Plumbing Fixtures
Mott Iron Works, J. L., 84-90 Beekman St., New York

Pocket Knives
Case & Sons, W. B., Bradford, Pa.
Northfield Knife Co., Northfield, Conn.
Silberstein, A. L., 459 Broadway, New York
Ulery Co., U. J., 9 E. Warren St., New York
Wiebusch & Hilger, Ltd., 9 Murray St., New York

Police Supplies
Tower & Lyon Co., 95 Chambers St., New York

Polish, Floor
Butcher Polish Co., 356 Atlantic Ave., Boston, Mass.

Polish, Metal
Hoffman, Geo. W., 295 E. Washington St., Indianapolis, Ind.

Polish, Stove
A. B. Polish Co., 8-14 Haddon Ave., Chicago, Ill.

Black Silk Stove Polish Works, Sterling, Ill.

Dixon Crucible Co., Jos., Jersey City, N. J.

Post Hole Diggers
Iwan Bros., Streator, Ill.

Pot Covers, Kitchen
Lasher Mfg. Co., Davenport, Ia.

Poultry Netting
Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., Chicago
Ludlow-Saylor Wire Co., St. Louis, Mo.
New Jersey Wire Cloth Co., Trenton, N. J.
Wright Wire Co., Worcester, Mass.

Presses, Lard
Enterprise Mfg. Co., of Pa., Phila.
Silver Mfg. Co., Salem, O.

Presses, Meat and Fruit
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Erie Specialty Co., Erie, Pa.

Presses, Power
Shuster, F. B., Co., New Haven, Conn.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Wiebusch & Hilger, Ltd., 9 Murray St., New York

Pumps
Hawkeye Pump Co., Washington, Ia.

Punches, Conductors
Bridgeport Hardware Co., Bridgeport, Conn.
Schollhorn, Co., Wm., New Haven
Sperry & Alexander Co., 300 Broadway, New York

Punches, Hand
Morrill, Chas., 275 Broadway, N. Y.

Push Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Patty Knives
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Radiators
Castle Co., Wilmet, Rochester, N. Y.
Mott Iron Works, J. L., The, 84-90 Beekman St., New York
Rochester Radiator Co., 145 Furnace St., Rochester, N. Y.

Rake, Self-Cleaning
Cronk & Carrier Mfg. Co., The, Elmira, N. Y.

Rakes
American Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Ranges
(See Stoves.)

Rat Traps
Burditt & Williams Co., Boston, Mass.
Hotchkiss, E. S., Bridgeport, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Ratchet Drills
Billings & Spencer Co., Hartford, Conn.

Razors
Andresen & Co., Alfred, Minneapolis, Minn.
Case & Sons, W. B., Bradford, Pa.
Droescher, S. B., 79 Warren St., New York
National Cutlery Co., Detroit, Mich.
Radiumite Co., 97 So. Clinton St., Chicago, Ill.
Silberstein, Firm of A. L., 459 Broadway, N. Y.
Smith & Hemenway Co., 108 Duane St., New York
Sperry & Alexander Co., 300 Broadway, New York
Ulery, U. J., 7 Warren St., N. Y.

Razors, Safety
American Safety Razor Co., Broadway and Duane St., New York
Auto Strop Safety Razor Co., 350 Broadway, New York
Gem Cutlery Co., 84 Reade St., N. Y.
Gillette Sales Co., Times Bldg., N. Y.
Kampfe Bros., 8 Reade St., N. Y.

Razors, Corn
Kampfe Bros., 8 Reade St., N. Y.

Razor Guards
Weiss, L. T., 297 Taaffe Place, Brooklyn, N. Y.

Razor Homes
Droescher, S. B., 79 Warren St., New York
Pike Mfg. Co., Pike, N. H.

Razor Stropps
Case & Sons, W. B., Bradford, Pa.
Kampfe Bros., 8 Reade St., N. Y.
Perfecto Mfg. Co., Towanda, Pa.
Radiumite Co., 97 So. Clinton St., Chicago, Ill.

Reamers
Standard Tool Co., Cleveland, O.

Recording Gauges
Bristol Co., Waterbury, Conn.

Reels
(See Fishing Reels.)

Refrigerator Trimmings
Arcade Mfg. Co., Freeport, Ill.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Registers, Wall and Floor
Berger, L. D., 59 No. Second St., Philadelphia, Pa.

Reloading Tools
Union Hdw. Co., Torrington, Conn.

Revolvers
Harrington & Richardson Arms Co., 222 Park Ave., Worcester, Mass.
Hopkins & Allen Arms Co., Dept. B, Norwich, Conn.
Iver Johnson's Arms & Cycle Wks., 163 River St., Fitchburg, Mass.
Marlin Fire Arms Co., 21 Willow St., New Haven, Conn.
Stevens Arms & Tool Co., J., Chicopee Falls, Mass.

Rifles, Air
Daisy Mfg. Co., 280 Union St., Plymouth, Mich.
Hamilton Rifle Co., Plymouth, Mich.

Ring Rollers
Shuster, F. B., New Haven, Ct.

Rivet Machines
Waterbury-Farrel Fdry. & Machine Co., Waterbury, Conn.

Riveting Machines

Shuster Co., F. B., New Haven, Conn.

Riveting Machines, Hand

Smith Mfg. Co., F. H., 48 and 50, St. John's Court, Chicago, Ill.

Rivets

Garland Nut & Rivet Co., Pittsburg, Pa.

Townsend Co., C. C. & E. P., New Brighton, Pa.

Roofing, Asbestos

Johns-Manville Co., H. W., 100 William St., New York.

Roofing, Slate

Johnson & Co., E. J., 38 Park Row, New York.

Roofing, Tarred

McClintock & Irvine Co., The, Pittsburg, Pa.

Roofing, Tin

American Sheet & Tin Plate Co., Pittsburg, Pa.

Rope

(See Cordage.)

Rules

Chapin-Stephens Co., Pine Meadow, Conn.

Lufkin Rule Co., Saginaw, Mich.

Stanley Rule & Level Co., New Britain, Conn.

Sad Irons

Enterprise Mfg. Co., Phila., Pa.

Sad Irons, Electric

Prometheus Electric Co., The, 236 East 43d St., New York.

Safety Razors

(See Razors.)

Sand Paper

(See Emery Paper.)

Sash Balances

Pullman Mfg. Co., Rochester, N. Y.

Sash Chains

Bridgeport Chain Co., Bridgeport, Conn.

Onelda Community Co., Onelda, N. Y.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Estes Mills, Fall River, Mass.

Samsom Cordage Wks., Boston, Mass.

Silver Lake Co., Boston, Mass.

Sash Hangers and Fasteners

Phenix Mfg. Co., 34 Center St., Milwaukee, Wis.

Sash Locks

Champion Safety Lock Co., Geneva, O.

Ives Co., H. B., New Haven, Conn.

National Mfg. Co., Sterling, Ill.

Reading Hdw. Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

Taylor Mfg. Co., The, Hartford, Ct.

Yale & Towne Mfg. Co., 9 Murray St., New York.

Sash Operating Devices

Drouve Co., G., Bridgeport, Conn.

Sash Pulleys

Grand Rapids Hardware Co., 13 Pearl St., Grand Rapids, Mich.

Reading Hdw. Co., Reading, Pa.

Sausage Stuffers

Enterprise Mfg. Co., of Pa., Phila.

Silver Mfg. Co., Salem, O.

Savings Bank

(See Banks.)

Saw Handles, Cross-Cut

Ely Mfg. Co., Theo. J., Girard, Pa.

Saw Sets and Tools

Atkins & Co., E. C., Indianapolis, Ind.

Diaston & Sons, Inc., Henry, Philadelphia, Pa.

Morrill, Chas., 275 Broadway, N.Y.C.

Saw Sharpeners, Automatic

Rotary File & Mach. Co., 589 Kent Ave., Brooklyn, N. Y.

Saving Machines (Hand and Foot Power)

Barnes Tool Co., New Haven, Conn.

Saws, Hand, etc.

Atkins & Co., E. C., Indianapolis, Ind.

Diamond Saw & Stamping Works, Buffalo, N. Y.

Diaston & Sons, Inc., Henry, Philadelphia, Pa.

Jennings & Co., C. E., 42 Murray St., New York.

Massachusetts Saw Works, Chicopee, Mass.

Millers Falls Co., 28 Warren St., New York.

Union Hardware Co., Torrington, Conn.

West Haven Mfg. Co., New Haven, Conn.

Saws, Keyhole

Bridgeport Hdw. Mfg. Co., The, Bridgeport, Conn.

Scales

Hanson Bros., 18 W. Randolph St., Chicago, Ill.

Landers, Frary & Clark, New Britain, Conn.

Osgood Scale Co., Binghamton, N.Y.

Pelouse Scale & Mfg. Co., 118 W. Jackson Boul., Chicago, Ill.

Reading Hdw. Co., Reading, Pa.

Triner Scale & Mfg. Co., 1255 W. 21st St., Chicago, Ill.

Scissors

(See Shears.)

Scrapers, Foot

National Mfg. Co., Sterling, Ill.

Screens, Coal, Sand, etc.

Clinton Wire Cloth Co., Clinton, Mass.

Gilbert & Bennett Mfg. Co., Chicago, Ill.

Ludlow-Saylor Wire Co., St. Louis, Mo.

N. J. Wire Cloth Co., Trenton, N. J.

Wright Wire Co., Worcester, Mass.

Screw Drivers

Arcade Mfg. Co., Freeport, Ill.

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Diaston & Sons, Inc., Henry, Philadelphia, Pa.

Ducharmes & Co., Shelburne Falls, Mass.

Kimball Co., C. J., Bennington, N.H.

Mayhew Co., H. H., Shelburne Falls, Mass.

North Bros. Mfg. Co., Phila., Pa.

Patterson, Gottfried & Hunter, 146 Centre St., New York.

Stanley Rule & Level Co., New Britain, Conn.

Tower & Lyon Co., 95 Chambers St., New York.

Tuck Mfg. Co., Brockton, Mass.

Screws

Murray, Robert, 24 Duane St., New York.

Soythe Stones and Whetstones

Cleveland Stone Co., Cleveland, O.

Pike Mfg. Co., Pike, N. H.

Soythes

Andresen & Co., Alfred, 1304 Washington Ave., South Minneapolis, Minn.

National Cutlery Co., Detroit, Mich.

Shears and Scissors

Atlas Shear Co., Bridgeport, Conn.

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Heinrich's Sons Co., R., Newark, N. J.

Kraut & Dohnal, Dept. H, 168 S. Clark St., Chicago.

Silberstein, A. L., 459 Broadway, New York.

Sperry & Alexander Co., 300 Broadway, New York.

Ulery, U. J., 7 Warren St., N. Y.

Wlebusch & Hilger, Ltd., 9 Murray St., New York.

Wiss & Sons Co., J., Newark, N. J.

Sheet Metal Specialties

Eller Mfg. Co., Canton, O.

Sheets, Iron and Steel

American Sheet & Tin Plate Co., Pittsburg, Pa.

Shelf Boxes

(See Boxes.)

Shelf Ladders

(See Ladders.)

Shot Guns

(See Guns.)

Shovels, Spades and Scoops

Avery Stamping Co., Cleveland, O.

Channon Co., H., Chicago, Ill.

Show Cases

Detroit Show Case Co., 476-490 W. Fort St., Detroit, Mich.

Grand Rapids Show Case Co., Grand Rapids, Mich.

Signs

U. S. Decalcomania Co., 154 Lake St., Chicago, Ill.

Silverware

(See Plated Ware.)

Sink Brushes, Wire

Bigelow, J. F., Worcester, Mass.

Sinks

Mott Iron Works, J. L., 84 Beekman St., New York.

Sink Strainers

Andrews Wire & Iron Works, Rockford, Ill.

Skate Sharpeners

Osborn Mfg. Co., Cleveland, O.

Skates, Hockey and Racing

Johnson, Nestor, 686 N. California St., Chicago.

Skates, Ice

Barney & Berry, Springfield, Mass.

Graham & Co., John H. 113 Chambers St., New York.

Martin Skate Co., Boston, Mass.

New York Sporting Goods Co., 17 Warren St., New York.

Union Hdw. Co., Torrington, Conn.

Winslow Skate Mfg. Co., Samuel, Worcester, Mass.

Skates, Roller

Barney & Berry, Springfield, Mass.

Chicago Roller Skate Co., 65 S. Canal St., Chicago, Ill.

Cycle Skate & Sporting Goods Co., 37 Park St., New York.

New York Sporting Goods Co., 17 Warren St., New York.

Richardson Ball Bearing Skate Co., 501 Wells St., Chicago, Ill.

Union Hardware Co., Torrington, Conn.

Winslow Skate Mfg. Co., Samuel, Worcester, Mass.

Skylights

Drouve Co., G., Bridgeport, Conn.

Eller Mfg. Co., Canton, O.

Sleds

Allen & Co., S. L., Box 1100 H., Philadelphia, Pa.

Hunt-Helm-Ferris & Co., Harvard, Ill.

Wabash Mfg. Co., Wabash, Ind.

Sleeve Boards

New York House Furnishing Goods Co., 92 Chambers St., New York.

Snow Shovels

Avery Stamping Co., Cleveland, O.

Soldering Coppers

Glendennin Bros., Baltimore, Md.

Turner Brass Works, 61 Franklin St., Chicago, Ill.

Soldering Furnaces

Barnes Tool Co., New Haven, Conn.

Clayton & Lambert Mfg. Co., Detroit, Mich.

Turner Brass Works, Chicago, Ill.

Soldering Sets

Arcade Mfg. Co., Freeport, Ill.

Spoke Shaves

Ohio Tool Co., Columbus, O.

Stanley Rule & Level Co., New Britain, Conn.

Spoons and Forks

(See Plated Ware.)

Spoons, Basting and Mixing

Potter Mfg. Co., Geneva, Ill.

Sporting Goods

Cycle Skate & Sporting Goods Co., 37 Park St., New York.

Draper-Maynard Co., Plymouth, N. H.

New York Sporting Goods Co., 17 Warren St., New York.

Spring Hinges

(See Hinges.)

Springs

Tuck Mfg. Co., Brockton, Mass.

Squares, Steel

Diaston & Sons, Inc., Henry, Philadelphia, Pa.

Nicholls Mfg. Co., Ottumwa, Ia.

Southington Cutlery Co., 42 Murray St., New York.

Squares, Try, Mitre, etc.

Diaston & Sons, Inc., Henry, Philadelphia, Pa.

Fox, P. L., 432 William St., Bridgeport, Conn.

Stanley Rule & Level Co., New Britain, Conn.

Stable Fixtures

Mott Iron Works, J. L., 84 Beekman St., New York.

Stamping, Sheet Metal

Avery Stamping Co., Cleveland, O.

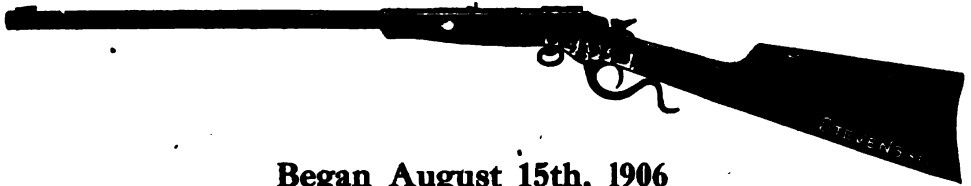
Cleveland Stamping & Tool Co., Cleveland, O.
Staples, Wire
 Townsend Co., C. C. & E. P., New Brighton, Pa.
 Wright Wire Co., Worcester, Mass.
Steel Ware, Cooking
 Avery Stamping Co., Cleveland, O.
 Cleveland Stamping & Tool Co., Cleveland, O.
Step Ladders
 (See Ladders.)
Steel
 American Tube & Stamping Co., Bridgeport, Conn.
Stocks and Dies
 Armstrong Mfg. Co., Bridgeport, Conn.
 Standard Tool Co., Cleveland, O.
Stove Repairs
 Northwestern Stove Repair Co., 225 W. 12th St., Chicago, Ill.
Stove Trucks
 (See Trucks.)
Stoves and Ranges
 Mott Iron Works, J. L., 84 Beekman St., New York.
 Willard, W. G., 59 Willard Bldg., St. Louis, Mo.
Stoves, Electric
 Prometheus Electric Co., The, 236 East 43d St., New York.
Stoves, Oil and Gasoline
 Briscoe Mfg. Co., Detroit, Mich.
 New York House Furnishing Goods Co., 92 Chambers St., New York.
 Novelty Mfg. Co., Jackson, Mich.
 Plume & Atwood Mfg. Co., 29 Murray St., New York.
 Taylor & Boggis Fdry. Co., Cleveland, O.
Strainers, Kitchen
 Watson-Porter-Watson Co., Ltd., Unadilla, Mich.
Table Ware
 (See Plated Ware.)
Tables, Folding
 Udell Wks., The, 1228 W. 28th St., Indianapolis, Ind.
Tacks, Brass Head
 American Ring Co., Waterbury, Conn.
Tacks, Copper
 Hussey & Co., C. G., Pittsburg, Pa.
Tapes, Measuring
 Lufkin Rule Co., Saginaw, Mich.
 Starrett Co., I. S., Athol, Mass.
Taps and Dies
 Armstrong Mfg. Co., Bridgeport, Ct.
 Standard Tool Co., Cleveland, O.
Terne and Tin Plate
 American Sheet and Tin Plate Co., Pittsburg, Pa.
Thimbles, Stove Pipe
 Hawkeye Pump Co., Washington, Ia.
Ties, Horse and Cow
 Bridgeport Chain Co., Bridgeport, Conn.
 Oneida Community, Ltd., Oneida, N. Y.
Tin Boxes, Cash, Bond, etc.
 Merriam Mfg. Co., Durham, Conn.
Toasters, Bread
 Harkins & Willis, Ann Arbor, Mich.
 Standard Stamp'g Co., Marysville, O.
 Wilson Toaster Mfg. Co., Ferguson Bldg., Pittsburg, Pa.
Tongs, Machinist
 Barnes Tool Co., New Haven, Conn.
Tool Chests and Cabinets
 American Tool Chest Co., 200 W. Houston St., New York.
 Jennings & Co., C. E., 42 Murray St., New York.
Tool Kits, Pocket
 Ulery Co., U. J., 9 E. Warren St., New York.
Tools
 (See Articles.)
Torches, Plumbers'
 Clayton & Lambert Mfg. Co., Detroit, Mich.
 Turner Brass Works, 61 No. Franklin St., Chicago, Ill.
Torches, Miners'
 McClinton & Irvine Co., Pittsburg, Pa.
 Wall Mfg. Supply Co., P., Allegheny, Pa.
Torches, Outdoor, Gasoline
 Berger Mfg. Co., Canton, O.
 Turner Brass Works, 61 N. Franklin St., Chicago, Ill.
Towel Arms and Rollers
 Udell Works, Indianapolis, Ind.

Traps
 (See Articles.)
Tree Guards
 Wright Wire Co., Worcester, Mass.
Trowels, Brick, etc.
 Diston & Sons, Inc., Henry, Philadelphia, Pa.
Trowels, Garden
 Avery Stamping Co., Cleveland, O.
 Potter Mfg. Co., Geneva, Ohio.
Trucks, Hand
 Clark Co., Geo. P., The, Windsor Locks, Conn.
Trucks, Nail Keg
 Peck Hdw. & Mfg. Co., C. A., Berlin, Wis.
Trucks, Stove
 Arcade Mfg. Co., Freeport, Ill.
Tubing, Brass and Copper
 Dallas, A. C., 165 Lake St., Chicago.
Tubing, Steel
 American Tube & Stamping Co., Bridgeport, Conn.
 Shely Steel Tube Co., Pittsburg, Pa.
Turnbuckles
 Merrill Bros., Brooklyn, N. Y.
Turn Plates
 New Departure Mfg. Co., Bristol, Conn.
Twines
 (See also Cordage.)
 Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.
 Columbian Rope Co., Auburn, N. Y.
 Estes Mills, Fall River, Mass.
Twist Drills
 (See Drills.)
Varnish
 (See Paints.)
Varnish Removers
 Adams & Eiting Co., Station I, Chicago, Ill.
 Lucas & Co., John, Philadelphia, Pa.
Valves and Plungers
 Berger Bros. Co., Philadelphia, Pa.
Vases, Iron
 Mott Iron Works, J. L., 84-90 Beekman St., New York.
Vehicle Washer
 Ardrey Vehicle Washer Co., 138B Main St., E. Rochester, N. Y.
Ventilators
 Drouve Co., G., Bridgeport, Conn.
 Globe Ventilator Co., Troy, N. Y.
 Iwan Bros., Streator, Ill.
Vises
 Bonney Vise & Tool Co., Philadelphia, Pa.
 Columbian Hdw. Co., Cleveland, O.
 Parker Co., Chas., Meriden, Conn.
 Tower & Lyon Co., 95 Chambers St., New York.
Waffle Irons
 Andersen & Co., Alfred, 1304 Washington Ave. So., Minneapolis, Minn.
 Ely Mfg. Co., Theo. J., Girard, Pa.
Wagon Jacks
 (See Jacks.)
Wagons, Coaster
 Hunt, Helm, Ferris & Co., Harvard, Ill.
 Wabash Mfg. Co., Wabash, Ind.
Wagons, Delivery
 Sycamore Wagon Works, 109 Edward St., Sycamore, Ill.
Wagons, Farm, Boys'
 Wabash Mfg. Co., Wabash, Ind.
Washers
 (See Bolts and Nuts.)
Washing Machines
 Brammer Mfg. Co., H. F., 1469 W. Second St., Davenport, Ia.
 Glascock Bros. Mfg. Co., Muncie, Ind.
 Paragon Mfg. Co., 543 Monadnock Bldg., Chicago, Ill.
 Voss Bros. Mfg. Co., 1326 W. 3rd St., Davenport, Ia.
 White Lily Washer Co., Davenport, Ia.
Washing Machines - Water Motor
 American Washer Co., 118 Sidney St., St. Louis, Mo.
 Fletcher Mfg. Co., The, Newport, Ky.
Water Coolers
 Buffalo Mfg. Co., Buffalo, N. Y.
 Manning, Bowman & Co., Meriden, Conn.
Water Heaters, Electric
 Prometheus Electric Co., The, 236 East 43rd St., New York.
Water Motors
 (See Motors.)

Waste
 Estes Mills, Fall River, Mass.
Wax, Floor, Etc.
 Wiley, I. H., Waxene Co., 69 Sudbury St., Boston, Mass.
Weather Vanes
 Friedley-Voshardt Co., 194-204 Mather St., Chicago, Ill.
Wedges, Axe and Hammer
 Sawyer Belt Hook Co., 108 Duane St., New York.
Wheelbarrows
 American Fork & Hoe Co., Cleveland, O.
 McWhinnie Wheelbarrow Works, Poughkeepsie, N. Y.
 Syracuse Chilled Plow Co., Syracuse, N. Y.
Whip Display Rack
 Best, John H., Galva, Ill.
White Lead
 Enterprise Paint Mfg. Co., 225 W. Van Buren St., Chicago, Ill.
Wholesalers, Gen'l Mdse.
 Butler Bros., Chicago, Ill.
Window Cleaners
 Smith Mfg. Co., F. H., 48 and 50 St. John's Court, Chicago, Ill.
Window Cord
 (See Sash Cord.)
Window Fasteners
 (See Sash Locks.)
Window Signs
 (See Decalcomania Signs.)
Wire, Brass and Copper
 Plume & Atwood Mfg. Co., 29 Murray St., New York.
Wire, Barb
 (See Barb Wire.)
Wire Chains
 (See Chains.)
Wire Cloth
 Buffalo Wire Works Co., Buffalo, N. Y.
 Clinton Wire Cloth Co., Clinton, Mass.
 Gilbert & Bennett Mfg. Co., Chicago, Ill.
 Ludlow-Saylor Wire Co., St. Louis, Mo.
 New Jersey Wire Cloth Co., Trenton, N. J.
 Wright Wire Co., Worcester, Mass.
Wire Cutters
 Billings & Spencer Co., Hartford, Conn.
Wire-Drawing Machinery
 Wright Wire Co., Worcester, Conn.
Wire Fences
 (See Fencing, Iron and Wire.)
Wire Goods
 Buffalo Wire Works Co., Buffalo, N. Y.
 Gilbert & Bennett Mfg. Co., Chicago, Ill.
 Parker Wire Goods Co., Worcester, Mass.
Wire Nails
 (See Nails.)
Wire Rope, Iron and Steel
 Wright Wire Co., Worcester, Mass.
Wire Stretchers
 Arcade Mfg. Co., Freeport, Ill.
Wood Screws
 (See Screws.)
Wooden Ware
 Hart & Co., John M., Ashland Bk., Chicago, Ill.
 Udell Works, Indianapolis, Ind.
Wrenches
 America Co., 91 North St., Monmouth, Ill.
 Barnes Tool Co., New Haven, Conn.
 Bemis & Call Hardware & Tool Co., Springfield, Mass.
 Billings & Spencer Co., Hartford, Conn.
 Bonney Vise & Tool Works, Inc., 3011-3015 Chestnut St., Philadelphia, Pa.
 Coes Wrench Co., Worcester, Mass.
 Mossberg Co., Frank, Attleboro, Mass.
 Patterson, Gottfried & Hunter, Ltd., 146-150 Center St., New York.
 Tower & Lyon Co., 95 Chambers St., New York.
 Vandegrift Mfg. Co., Shelbyville, Ind.
 Walworth Mfg. Co., 128-136 Federal Bldg., Boston, Mass.
Wringers, Clothes
 Glascock Bros. Mfg. Co., Muncie, Ind.
Yarn, Lath and Fodder
 Columbian Rope Co., Auburn, N. Y.

STEVENS

Trade Advertising Contest



Began August 15th, 1906
Ends November 15th, 1906

100 PRIZES—\$1000 IN STEVENS PRIZES



A chance for every wide-awake and progressive merchant.



No limitations—no restrictions



Compete as often as you like within the time limit.



Our booklet explains all—SEND FOR IT.

J. Stevens Arms & Tool Co.

P. O. BOX 225

CHICOPEE FALLS, MASS., U. S. A.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE DUCHARMES & CO., **SHELBURNE FALLS, MASS., U. S. A.** | New York Office: 157 Chambers St. Represented by JOS. F. McCLOY CO.

MANUFACTURERS OF
HIGHEST GRADE
SCREW DRIVERS,
SCREW DRIVER BITS,
NAIL SETS, ETC.



Send for Catalogue and Prices. Tested and Warranted



MADE BY **SIMONDS MFG. CO.**

Fitchburg, Mass.

Chicago, Ill.

There is only one

Genuine Stillson Wrench

and that is made by the

**Walworth
Manufacturing
Company**

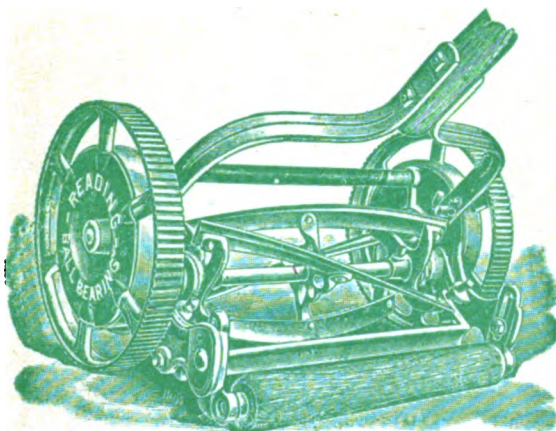
See to it when buying from
jobbers that they do not give you
an imitation wrench. If your
dealer does not keep the Genuine
Stillson wrench, write to the

Walworth Mfg. Co.

128-136 Federal St., Boston, Mass.
Park Row Building, New York City

for prices and terms.

READING Ball-Bearing Lawn Mowers



**HIGH WHEEL
HIGH GRADE**

SIZES

14, 16, 18, 20 inch

These mowers are light,
easy-running, strong and dur-
able. They are beautifully
finished in white and earmine,
with gold striping.

MADE BY

READING HARDWARE CO., Reading, Pa.

NEW YORK
93 and 95 Reade St.

PHILADELPHIA
617 Market St.

CHICAGO
155 Lake St

TICKET PUNCHES WITH AND WITH- OUT RESERVOIR

Full Nickel Plated, Assorted
Fancy Dies.

Retails at **25c.**

TOOLEVER NAIL CLIPPER

Cuts the heaviest nail with ease.
Retails at **10c.**
on Display Cards.

RAZOR HONES



S. R. DROESCHER
79 Warren Street, NEW YORK

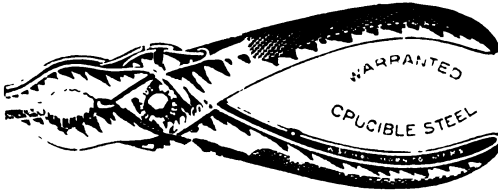
ALITY WILL TELL" which explains why STAR HACK SAW BLADES are so exceedingly popular everywhere. We do not pretend that they are as low in price as other brands in the market, but do claim that they are by far the most economical of any to use. You will get full value for your money when you buy STAR SAWS.

ALLERS FALLS COMPANY, 28 WARREN STREET, NEW YORK

Nicholson File Company General Offices: Providence, R. I., U. S. A.



FILES AND RASPS



PARAGON PLIERS and PUNCHES

WARRANTED TOOLS at Most Popular Prices
Crucible Steel - Nickel Plated
Lightest, Neatest and Cheapest.

MANUFACTURED BY

The Wm. Schollhorn Co., New Haven, Conn.

Makers of Bernard's Patents, Bernard, Paragon, Lodi and Excelsior Pliers, Punches, Nippers and Dividers.

JOBS IN HARDWARE, CUTLERY and HOUSE-FURNISHING GOODS **BOUGHT AND SOLD**

All Kinds of Files, Rasps and Mechanics' Tools my Specialty

CHAS. WEILAND

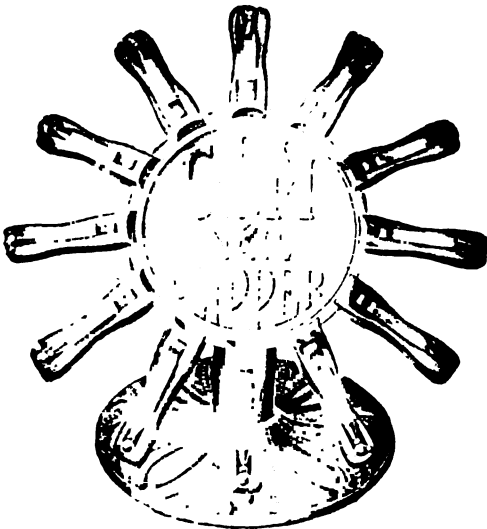
117-149 CHAMBERS STREET, 129-131 READE STREET, NEW YORK CITY



BRISTOL'S PATENT STEEL BELT LACING

MOST EFFICIENT FASTENER FOR ALL BELTS
Saves Money for User - Makes Money for Dealer
Write for New Circular AA and Samples

THE BRISTOL CO., Waterbury, Conn., U. S. A.
New York, 114 Liberty St. London, 23 College Hill



THE BRONZE POWDER WORKS CO.

Formerly CARL SCHLENK

Factories: Elizabeth, N. J. Roth, near Nuremberg, Germany
Bronzes for Gilding Agricultural Implements,
Tools and Washing Machines a Specialty.

Send for samples and prices. New York Office: 93 WILLIAM ST.
FRESCO GOLD PAINT.

JOHN SOMMER'S PERFECTION RED CEDAR FAUCETS

Best Quality - Warranted - Truly Perfect
Made out of the Best Selected Florida Red Cedar.
Only the Genuine are stamped in the wood with the
trade mark - MALTESE CROSS.
Write for prices on all kinds of Wood Faucets.

JOHN SOMMER'S SON
355-365 CENTRAL AVENUE NEWARK, N. J.

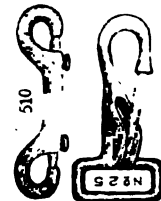
COVERT MFG. CO.

TROY, N. Y.

Harness Snaps,

Chain Rope and

Web Goods, etc.



For sale by Jobbers at
Manufacturers' Prices

Constructed on scientific principles, it produces nails of proper form and eliminates the coarse, thickening tendency caused by cutters of the shearing or biting principles.

The GEM has stood the test of time. IT SELLS.

The Gem has stood the test of the U. S. Circuit Court of Appeals. Beware of infringements.

THE H. C. COOK CO., Ansonia, Conn.
Temporary Office: 505 Scott St., San Francisco



THE STAR SAFETY CORN RAZOR

WHY SHOULD YOU SUFFER?

Be Your Own Chiropodist

Price \$1.00. Full descriptive circular mailed on request.

Mason's Lines

Gordons



SAMSON CORDAGE WORKS, BOSTON, MASS.

INDIA OILSTONES—Sharp and Quick

NOVEMBER, 1906

GENERAL

ONLY

NOV

HARDWARE DEALERS' MAGAZINE

STEVENS

LITHOGRAPHED HANGERS
HAVE MADE A HIT

IF YOU HAVE NONE,
SEND FOR ONE AT ONCE

See Page 978

All Jobbers Handle STEVENS
Send for Catalog

J. STEVENS ARMS & TOOL CO.

P. O. Box 225,
CHICOPEE FALLS, MASS., U. S. A.



Index to Advertisers
SEE LAST PAGES

TEN CENTS
A COPY

PUBLISHED BY DANIEL T. MALLETT AT 253 BROADWAY NEW YORK

ONE DOL
A YEAR

Star Expansion Bolt Co.

147-149 Cedar Street, New York City

NO dealer may call his stock complete without

Star Expansion Bolts



BOMMER SPRING HINGES



Everlasting Brazen Steel

P. WALL MFG. SUPPLY COMPANY
Allegheny, Pa.



OILERS



TORCHES



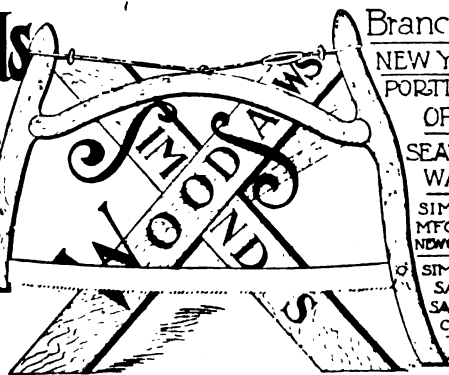
GONGS

ALL GRADES
THEO. P. HUFFMAN & CO.
For All Purposes 648-650 West 34th St., NEW YORK CITY

EXCELSIOR

Simonds
Mfg Co.

FITCHBURG
MASS
CHICAGO,
ILL



Branches
NEW YORK
PORTLAND
ORE
SEATTLE
WASH
SIMONDS
MFG CO LTD
NEW ORLEANS
SIMONDS
SAW CO
SAN FRANCISCO

THE "SPECIAL" SAW SET



MY
TRADE MARK
ON ALL MY GOODS

ALL OF OUR TOOLS ARE
FULLY WARRANTED

SEND FOR CATALOGUE

CHAS. MORRILL, 275 BROADWAY
NEW YORK



EASY MONEY
100 per cent. Profit
is made in handling the
**Ideal Pinking
Machine**

Fully Warranted.

POPULAR PRICE. STEADY DEMAND.
Cuts fancy edge on silk, cloth linings for ladies', gentlemen's or children's clothing, chamois leather, kid, morocco leather, etc. Will also cut several (10, 12, 16 or more) thicknesses of goods. Write, phone or call.

THE ROTARY FILE & MACHINE COMPANY
Mfrs. of Labor-Saving Machinery for Hardware Trade
Tel., 3754 Wmbsurg. 589 Kent Ave., Brooklyn, N. Y. Dept. H.

AMERICAN TOOL CHEST CO.

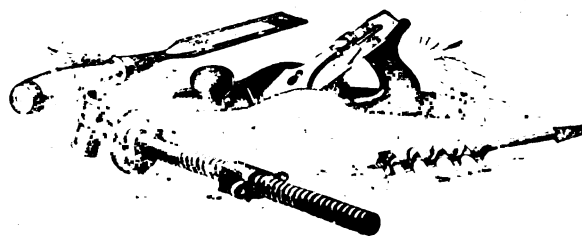
Factory and Salesroom:

200 West Houston St., NEW YORK, U.S.A.

TOOL CHESTS; all sizes, complete with tool for Boys, Youths, Gentlemen, Farmers, Railroad and Carpenters' use; also Tool Chests, Machinists', Electricians' and Pipe Fitters' Empty TOOL CHESTS. Agent for Steel Tool Chests.

SEND for LATEST CATALOGUE

"Ohio Tools Do the World's Work"



Because they are the Best Tools
Skill and Money Can Produce

OHIO TOOL
COMPANY

COLUMBUS, OHIO,
AUBURN, N. Y.
U. S. A.



BELLS

We manufacture a full line of Door Bells and Escutcheons in all finishes. Also Trip Gongs, Hand Bells, Sleigh Bells, etc. If in need of anything in the bell line we can supply you. Write for our complete Descriptive Catalogue.

THE STARR BROS. BELL CO.

FAST HAMPTON, CONNECTICUT

IF IT'S QUALITY
YOU WANT IN FILES, "DELTA" IS THE BRAND.
WE ONLY MAKE ONE QUALITY, AND THAT IS THE BEST ON EARTH.

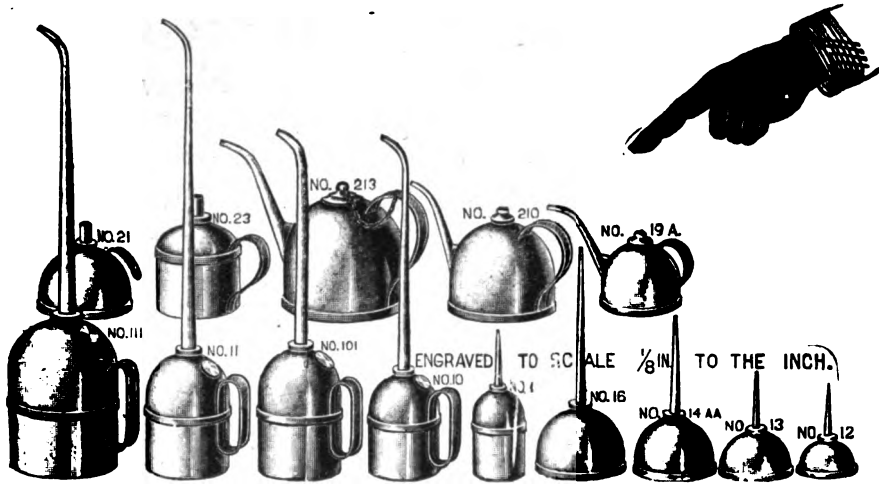
CARVER FILE COMPANY

DELTA FILE WORKS,

3227 Frankford Avenue, Philadelphia, Penna.



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The Best Oilers Made

Copperized and Nickel Plated

Manufactured from best quality of Cold Rolled "Swedoh" Steel, prepared at our Rolling Mills.

All goods subjected to a most rigid system of inspection before being packed for shipment.

STEEL

For Pressed, Stamped and Drawn Work. Also

CRUCIBLE STEEL

For Cutlery Work, Springs, Etc.

All our goods guaranteed to be as represented. Write us about your requirements; we shall be glad to figure with you on the manufacture of sheet steel hardware specialties under contract or on a royalty basis.

The American Tube and Stamping Co.

New York Office:

258 BROADWAY.

Main Office and Works:

BRIDGEPORT, CONN.

You Can Have the Paint Orders That the Catalogue House Gets Now

Did you ask how? By getting in line with our selling plan that brings you and parties thinking of painting into direct, personal contact.

Pitkin's Barn Paint is being forcefully and continuously advertised to nearly three million farmers—the people who are its logical users. Many have used it with perfect satisfaction for 25 years. More are going to use it. This advertising is *bringing results*, and by our plan the dealers who co-operate are reaping the benefit, viz., the profits.

It costs you just one cent to get all the particulars, but if you work with us the mail-order house can't steal all your trade.

Better send the postal right now. If there is profit in this to-morrow there is more to-day.

Our Illustrated Price List No. 55 showing complete line of paints is ready for those who want it

GEO. W. PITKIN CO.

FOUNDED 1868

Paint and Color Makers

Originators of Barn Paint

CHICAGO, U. S. A.

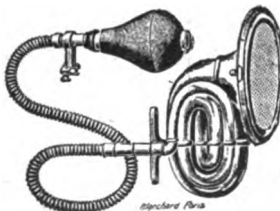
HEADQUARTERS--

Everything for the Automobile

We guarantee satisfaction in the execution of every order, large or small.

MANUFACTURERS OF
"CONTINENTAL"

Auto Lamps, Generators, Clocks, Calliope Horns and Auto Supplies.



SOLE U. S. AGENTS FOR
"BLANCHARD"

Famous French Horns, Pirelli & Co.'s Italian Cable and the Celebrated English Compound Air Pumps.

Our complete 128 page catalogue for Hardware Dealers will be mailed, free, upon request, also our *red booklet*, illustrating the complete line of "Blanchard" Famous French Horns.

The Motor Car Equipment Company

Manufacturers, Importers
and Distributors of

AUTOMOBILE ACCESSORIES

Main Offices and Warerooms:

55 Warren Street, NEW YORK

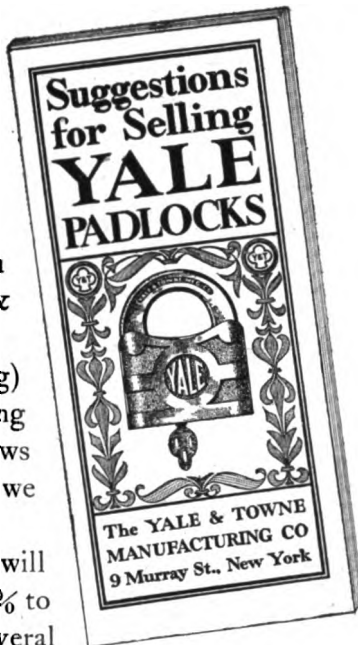
CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

A Touchdown For Padlocks

Business success, like foot-ball victories, are won by constant hammering. Don't let people forget that you sell Padlocks—don't let them forget that you sell the best Padlocks made—Yale & Towne Padlocks.

This booklet—(Suggestions for Selling) tells you how to set people to thinking and talking about Yale Padlocks. It shows what printed matter and other help we furnish free to dealers.

A judicious use of this assistance will increase your Padlock business from 25 % to 500%. Here is what a few (out of several hundred dealers who have written us) have to say about it:—



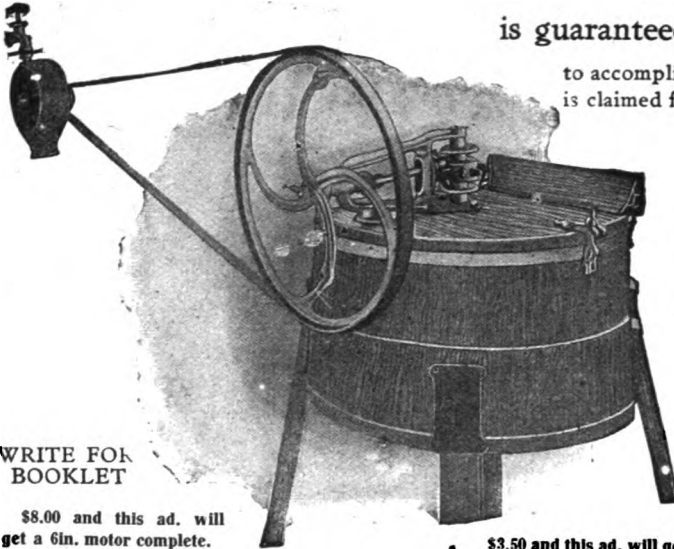
- "Your advertising is the best we ever received and we are satisfied that it will help our sales." Wm. Beach Hdwe. Co., Columbus, Ga.
- "We consider your work a splendid way of advertising. It is the neatest thing we have ever seen." Neal & Brinker Co., N. Y. City
- "We feel that this Padlock advertising will be of considerable mutual advantage." W. K. Morison & Co., Minneapolis, Minn.
- "Your 'Book about Padlocks' is O. K. and will do good. We did not realize there were so many uses for a Padlock as are shown by the little pictures which illustrate it." J. H. Fall & Co., Nashville, Tenn.
- "The Story of the Little Black Box" is inviting to the use of Yale Padlocks. Louis Hannsen's Sons, Davenport, Iowa
- "You have certainly struck the key-note of utility, pointedness and security." King & Dexter Co., Portland, Me.
- "We consider this way of advertising one of the most (probably the most) effective." Smith Hdwe. Co., Ensley, Ala.
- "The printed matter is all very good and will surely help the sale of Padlocks." Tracy, Robinson & Williams Co., Hartford, Conn.

Write us to-day. Say you want full information about the Padlock campaign for Dealers. It costs nothing—it will make money for you (and for us—that's why we are talking about it).

Advertising Department

The Yale & Towne Mfg. Co.
9 Murray Street, New York

DIVINE'S RED DEVIL WATER MOTOR



is guaranteed

to accomplish what
is claimed for it.



Also guaranteed to
be **THE BEST**
Faucet Water
Motor in the
world.

WRITE FOR
BOOKLET

\$8.00 and this ad. will
get a 6in. motor complete.

It is used in the kitchen, sewing, bed,
dining and sick rooms, to run

Washing machines and clothes wringers.

Sewing machines. Dish washers.

Emery wheels to sharpen knives, scissors,
hatchets, tools or skates.

Ice cream freezers.

\$3.50 and this ad. will get a 4in. motor complete.
With buffing wheel for polishing silver,
metals, cutlery, etc.

To clean bottles, glassware, lamp chimneys,
etc.

Fans for ventilation and cooling kitchen or
any room.

Egg beaters or cream whippers.

And a hundred other uses which cannot be
here enumerated.

Divine Water Motor Co., 108-110 Duane St., New York City, U. S. A.



Cleans the
Nails

Shapes the Nails

Is Convenient Is Durable

It is Mechanically Perfect

It is Made of Steel of the Highest
Perfection

Its Shape is Scientifically Correct

**20c. and this "Ad" will get
one sample**

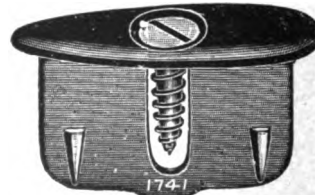
\$2.00 PER DOZEN, DELIVERED

L. T. SNOW

108-110 Duane St., New York City

Sawyer's Axe & Hammer Wedges

Made of Best Open-Air Malleable Iron

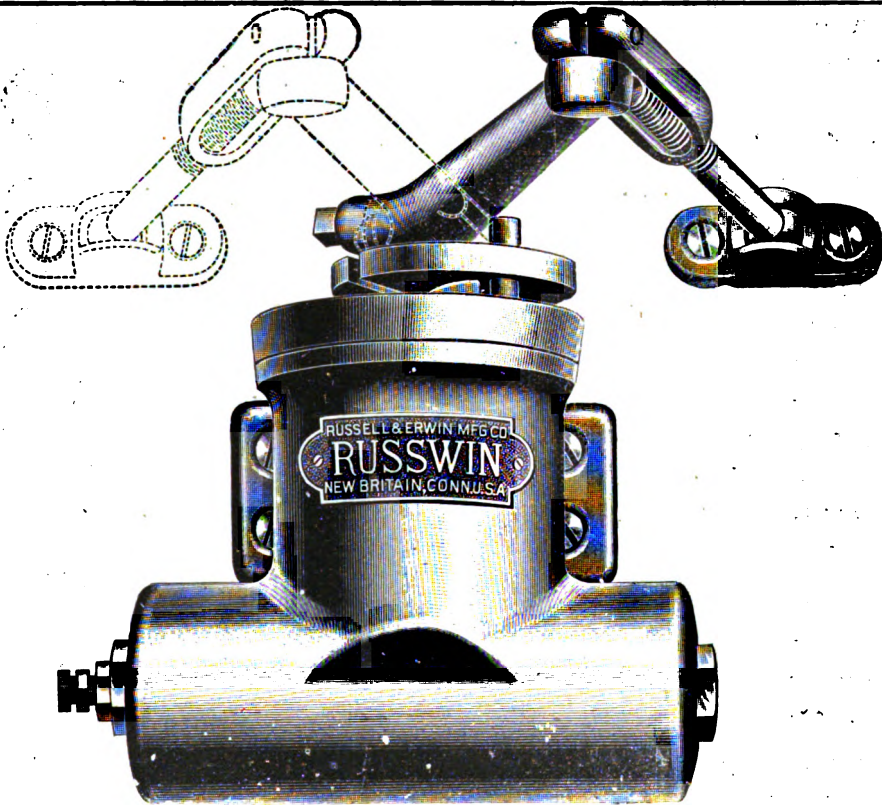


*Do not accept Substitutes
Send for Descriptive Circular*

SAWYER BELT HOOK CO.

108-110 Duane Street, New York

THE RUSSWIN LIQUID DOOR CHECK



MAY BE APPLIED TO RIGHT OR LEFT HAND DOORS WITHOUT REVERSING EITHER THE ARM OR SPRING.

The illustration shows the Russwin check as applied to a right-hand door. The dotted outline illustrates position when applied to a left-hand door. The labor of reversing and the possibility of error in reassembling the check are absolutely eliminated in the Russwin Liquid Door Check.

SELECTED MATERIALS SKILLFUL WORKMANSHIP
CAREFUL SUPERVISION

These are the Reasons for Russwin Superiority.

Advertising Literature upon request.

RUSSELL & ERWIN MANUFACTURING CO.

NEW YORK CHICAGO
SAN FRANCISCO

New Britain, Conn.

BALTIMORE LONDON
PHILADELPHIA

"YANKEE TOOLS"

ARE THE
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

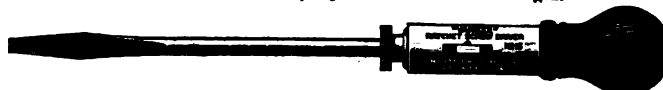
Sold by
**Leading
Jobbers**

HAVE YOU SEEN
**The New
Spiral
Driver
No. 35?**

SEND FOR
**"Yankee" Tool
Book**
Illustrating
Full Line



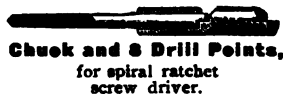
No. 10 & 11—RATCHET, right and left hand and rigid.



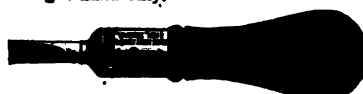
No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " (heavy pattern.)
No. 20— " " right hand only.



Chuck and 8 Drill Points,
for spiral ratchet
screw driver.



No. 12—RATCHET, with stub blade.



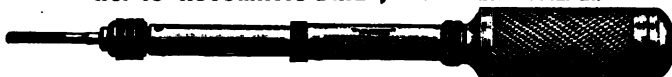
Countersink,
for spiral ratchet
screw driver.



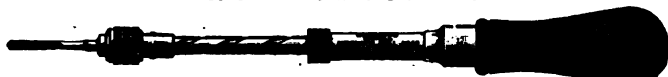
No. 99—POCKET
SCREW DRIVER.



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.

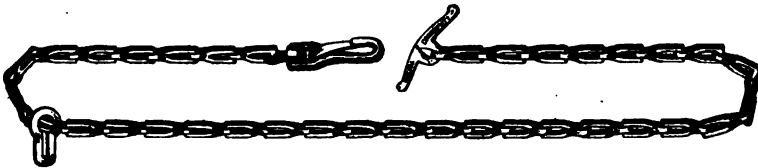


No. 50—RECIPROCATING DRILL, for wood or metals.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

"American" Halter Chains

The American Chain is made from flat, cut steel, interlocking links. Its smoothness, flexibility and handsome appearance, as well as its strength and reliability, have recommended it for a great variety of uses—for Halter Chains the American Link is decidedly the best. By means of our patented "lock-ring" the animal may be tied "short" or "long" and the chain may be used around its neck, whether large or small, without danger of choking.



The Snap with which American Halter Chains are equipped is the neatest ever produced, and the swivel will not stick on account of rust.

MANUFACTURED BY

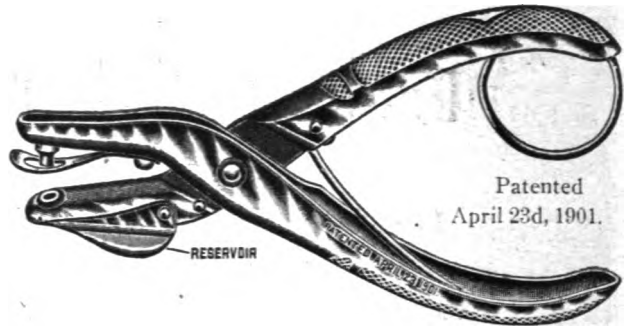
ONEIDA COMMUNITY, LTD.

ONEIDA, N. Y.

NIAGARA FALLS, ONT., CANADA

Trump Reservoir Ticket Punch

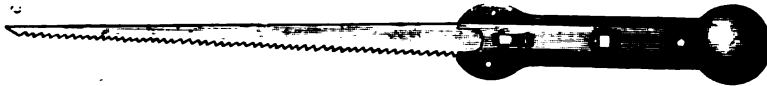
Assorted
Dies
or all
Round as
desired.



Patented
April 23d, 1901.

Reservoir collects all piercings and prevents them from littering up floor or carpet
Full Nickel Plated and Highly Polished.

No. 1489 KEYHOLE SAW.



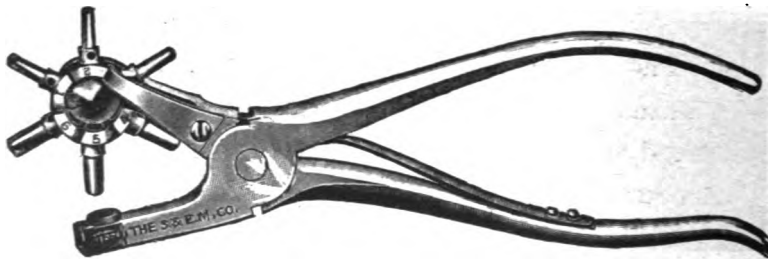
Catalogue and Prices on Application.

The Bridgeport Hardware Manufacturing Co.

Branch Office and Sample Room,
J. C. McCarty & Co., 10 Warren St., N. Y.

BRIDGEPORT, CONN.

Revolving Belt Pnnches



TUBES FOR REVOLVING PUNCHES



Write for Catalogue of HARDWARE SPECIALTIES

THE SMITH & EGGE MFG. CO.

BRIDGEPORT, CONN.

THE "LIGHTNING" BREAD KNIFE

Quick in action, as its name implies.

Edge is serrated on **both sides**, and is different from any other.

RETAILERS:—

Order "**Lightning**" Brand from your jobber. Be up to date. **Sells at a popular price.** Handsome embossed metal show card in colors sent free for your business card and jobber's name.

JOBBERS:—

This knife is a "go." Carry a stock and secure the Bread Knife orders. Quality is high, finish fine, and **price and profit right.** Sample and price to jobbers not handling it sent upon request.

Made by

CLARK & PARSONS CO.

WIEBUSCH & HILGER, Ltd.

SOLE AGENTS

9 to 15 Murray Street, NEW YORK

Pacific Coast Offices:

318 Market St., San Francisco, Cal., and 512 McKay Bldg., Portland, Ore.



**IF YOU
LIKE IT,
TELL US,**

**And We Will
Send You One.**

This represents a Metal Hanging Sign suitable for a window. It is $5\frac{1}{2}$ by $9\frac{1}{2}$ inches and is embossed as shown. The lower edge has two chains, one ending in a loop, and the other in a hook. By this means a Saw Set can be taken from stock and hung on the sign, thus displaying the tool itself.

The TAINTOR POSITIVE SAW SET

should be in every Hardware Store. Give your customers a chance to get the best tools.
Selling Agents

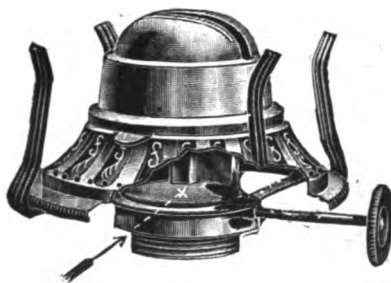
JOHN H. GRAHAM & CO.,

**113 CHAMBERS ST.
NEW YORK**

118 to 122 Holborn, London, E. C., England. 11 Front St., San Francisco. Copenhagen (Freepost).

AVOID FIRE !

If You Want Good Lamp-Burners, Buy



THE BANNER
ALL BRASS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw-part open, so that dust, dead insects, or charred portions of wick may collect, and, becoming saturated with oil, are liable to catch fire. **Ours Don't.**

Send for our Catalogue of Burners and Lamps

THE PLUME & ATWOOD MFG. CO.

Factory: WATERBURY, CONN.

29 Murray St., NEW YORK

199 Lake St., CHICAGO

MR. RETAILER

**This Beautiful Display Rack
Free and Prepaid**



YOU CAN DISPLAY your
Dog Specialties without
fear of rust if you specify
"Triumph."

Triumph Kennel
Chains and Dog
Leads in "A-R"
(anti-rust) finish
only.

The above display rack or holder
will be sent you in
exchange for your
business card and
name of your job-
ber.

**THESE HOLDERS MAKE SALES
Better Send Now**

FURNISHED ONLY BY

Bridgeport Chain Co.

BRIDGEPORT, CONN., Makers

WIEBUSCH & HILGER, Ltd.,

NEW YORK, N. Y.

DISTRIBUTORS

CHAMPION SCREW DRIVERS

Every Blade Tested to Split a Screw Head



Avoid imitations of Champion Screw Drivers.
None genuine without the name "Champion,"
which is our trade-mark and guarantee.

MANUFACTURED BY

Tower & Lyon Co., New York

Union Hardware Company

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON CO.

Roller Skates

We make all styles. Rink
or Extension. Plain or Ball
Bearing. Men and Women's



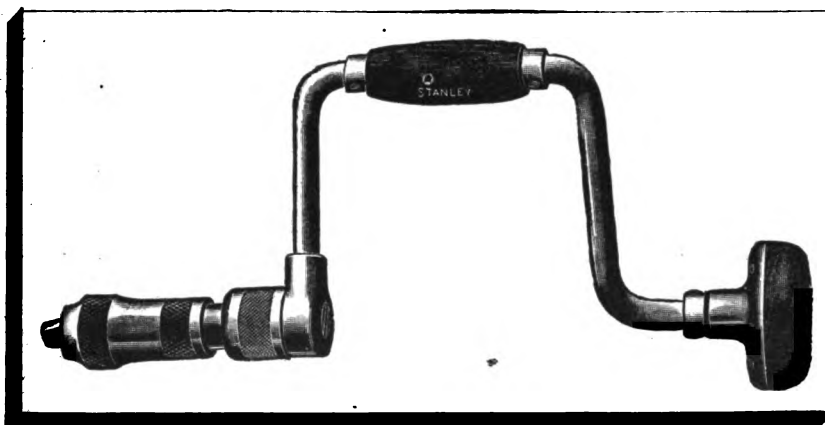
No. 15 Men's
Ball Bearing
Rink Skate.
Hemacite or
Steel Rolls.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

SOLD BY ALL HARDWARE DEALERS

Improved Carpenters' Tools

Of the better class of Bit Braces the line shown in our Catalogue No. 31 is the most Complete.



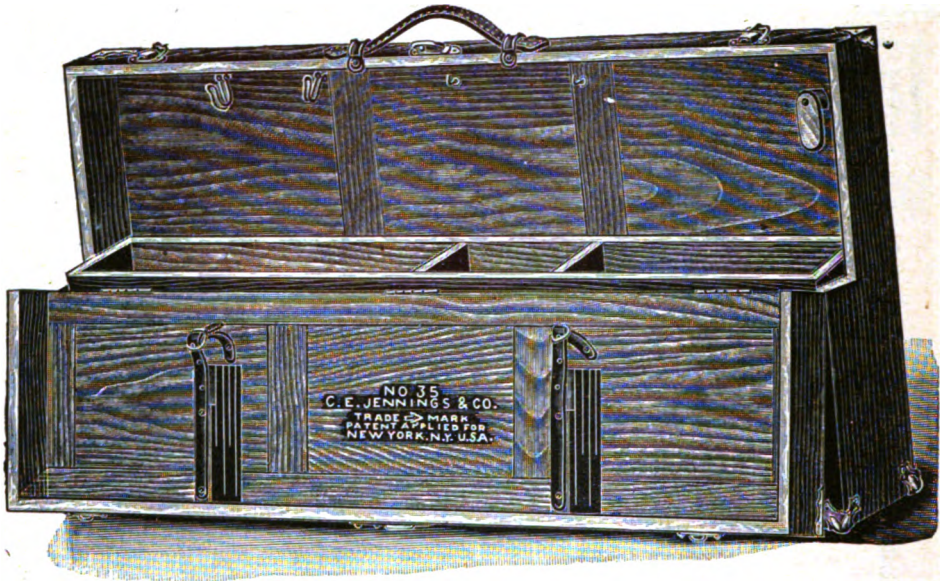
Stanley Concealed Ratchet Brace

No projections—complete protection for the
Working Mechanism.

Stanley Rule & Level Co.
New Britain, Conn., U. S. A.

NEW YORK OFFICE AND EXPORT DEPARTMENT
107 CHAMBERS STREET, NEW YORK

Carpenters' Tool Case, No. 35



For particulars write to **C. E. JENNINGS & CO., 42 Murray St., New York**

THIS IS IT BLUE BODY WITH YELLOW JACKET

The Only BLUE SQUARE with yellow graduations

For Particulars write

SOUTHINGTON CUTLERY CO.,

42 Murray Street, NEW YORK

The reason

Samson Spot Cord

is called for so often is because the experience of years has proved it to be worth many times its slightly extra cost.

You can sell it at a fair profit and at the same time satisfy your customer so that he will come again.



SAMSON CORDAGE WORKS

Boston, Mass.





INDIA

OILSTONES

Sharp and Quick

Made in fifty-four different shapes and sizes, and in coarse, medium and fine grits. Special shapes and grits to order.

**FOR MACHINISTS' and
MECHANICS' TOOLS**

Every Stone Guaranteed to Give Satisfaction

Uniform Grit



Wonderful Durability

India Wheels furnished from 1-4 to 10 inches diameter, 1-16 to 2 inches thick, same quality as stones

India Oilstones

are manufactured by **NORTON EMERY
WHEEL CO., Worcester, Mass.**

Sole Selling Agents

PIKE MFG. Co.

PIKE, N. H., U. S. A.



YOUR HOLIDAY PROFITS

Holiday profits are fancy. But they are not all they might be if you pay too much for your holiday goods.

Nor are your holiday profits as big as you might have made them if you buy where breaks begin before you know what to re-order.

It may be possible for you to get some prices lower than ours. The only way to be certain on that point, however, is to compare.

We ought to be lower. . We buy holiday goods for THREE houses and sell them by an inexpensive catalogue. Anyway, it's easy to tell, for we print our net prices in plain figures.

But even comparison is not necessary to be absolutely sure about our superior ability to fill re-orders.

Because we sell by catalogue and can mail them all over the country in less time than a man might require in a single town, we can safely continue to offer our immense holiday stocks COMPLETE long after other lines are hopelessly broken.

Our Santa Claus catalogue proves our unique ability to maintain the big line complete to a date impossibly late for others. With it make your own price comparisons uninfluenced, right in your own store.

Write now for catalogue No. K590—the Santa Claus edition.

BUTLER BROTHERS

Wholesalers of General Merchandise

NEW YORK

CHICAGO

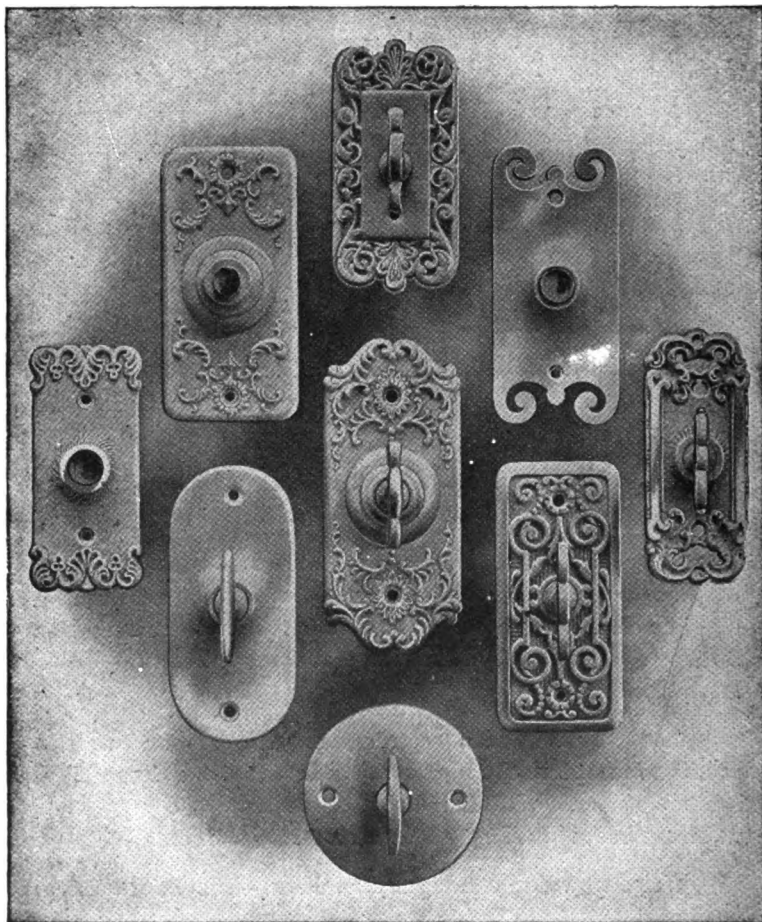
ST. LOUIS

(And MINNEAPOLIS)
Early in 1907

Sample Houses: BALTIMORE—DALLAS—ST. PAUL

New Departure

Turn Plates and Button Cases



The patterns here shown are only a few of a large assortment. Believing that iron or steel is not suitable for outdoor exposure we furnish in bronze or brass only

A SUPERIOR ARTICLE AT EVEN MONEY

Send For Catalog and Prices

Manufactured by

The New Departure Mfg. Co.

Bristol, Ct.

Selling Agents

John H. Graham & Co.

New York City.

New Departure

Rotary and Push Button Door Bells



For perfection in design, finish and mechanism our New Departure Bells are

INCOMPARABLE

Send For Catalog and Prices

Manufactured by

The New Departure Mfg. Co.
Bristol, Ct.

Selling Agents

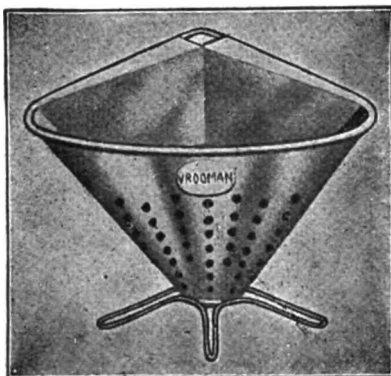
John H. Graham & Co.
New York City.

VROOMAN'S PEERLESS PATENT SANITARY SINK STRAINERS

Are now made and distributed by
THE ANDREWS WIRE AND IRON WORKS
ROCKFORD, ILL.

Send your orders direct to them for either PLAIN TIN, JAPANNED TIN or
VITREOUS ENAMELED.

**KEEPS
SINK
CLEAN**



**Utility
Quality
Durability
Adaptability**

NEAT AND VERY ATTRACTIVE
CAN BE USED IN ANY SINK WITH STAND



Its Utility and Superiority are Well Known
We are also makers of a large line of wire goods.

Wire Baskets

For every purpose where free circulation of air is needed

Half Bushel Basket, No. 95-1.

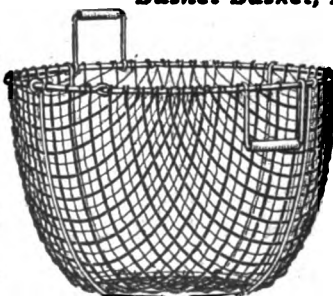


Made of one
inch mesh cloth
(all one piece).
No. 14 Wire.

Frame work
and drop bail
handle. No. 6
Wire ($\frac{7}{16}$ inch).

The Whole Basket Galvanized after
it is made, thus uniting all the
wires.

Bushel Basket, No. 95-2.



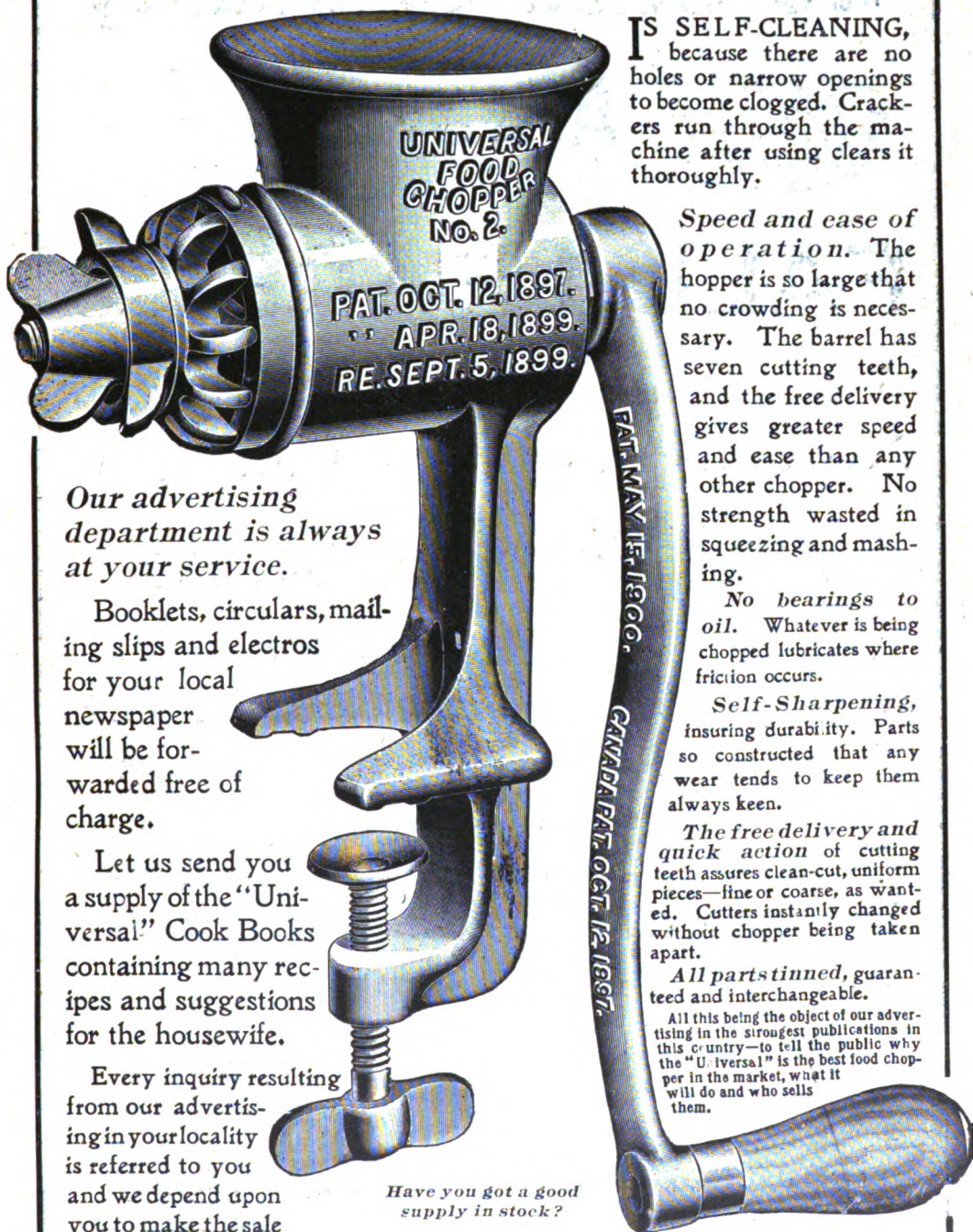
Made of one
inch mesh cloth
(all one piece).
No. 13 Wire.
Top Ring No.
4 Wire ($\frac{1}{4}$ inch).
Bottom ring
and Frame
Wire No. 6.

As shown in
illustration this
basket is sup-
plied with two
side drop handles, fitted with
pail roll handles.
Galvanized after making.

ANDREWS WIRE AND IRON WORKS
FACTORY STREET
ROCKFORD, ILL.

THE ORIGINAL AND ONLY GENUINE

"UNIVERSAL" Food Chopper



IS SELF-CLEANING, because there are no holes or narrow openings to become clogged. Crackers run through the machine after using clears it thoroughly.

Speed and ease of operation. The hopper is so large that no crowding is necessary. The barrel has seven cutting teeth, and the free delivery gives greater speed and ease than any other chopper. No strength wasted in squeezing and mashing.

No bearings to oil. Whatever is being chopped lubricates where friction occurs.

Self-Sharpening, insuring durability. Parts so constructed that any wear tends to keep them always keen.

The free delivery and quick action of cutting teeth assures clean-cut, uniform pieces—fine or coarse, as wanted. Cutters instantly changed without chopper being taken apart.

All parts tinned, guaranteed and interchangeable.

All this being the object of our advertising in the strongest publications in this country—to tell the public why the "Universal" is the best food chopper in the market, what it will do and who sells them.

Our advertising department is always at your service.

Booklets, circulars, mailing slips and electros for your local newspaper will be forwarded free of charge.

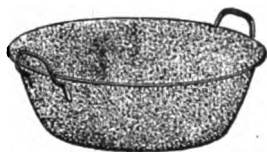
Let us send you a supply of the "Universal" Cook Books containing many recipes and suggestions for the housewife.

Every inquiry resulting from our advertising in your locality is referred to you and we depend upon you to make the sale

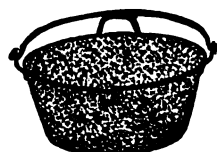
Have you got a good supply in stock?

LANDERS, FRARY & CLARK, - New Britain, Conn.

We Stick to Quality



Always.



FALL LEADERS

Are the main features of our
November net price Catalogue.

Which Would You Choose

A one coated or **two coated Enameled Ware** providing the **price was the same?**
Compare our price on our different lines
with what you are now paying.

Our wares **are backed by our reputation for quality, which has stood the test for nearly half a century.**

One cent postal inquiry will bring
you this catalogue monthly.

The Jacob Vollrath Manufacturing Company

SHEBOYGAN
Works and Executive
Office

CHICAGO
175-177 E. Lake Street
Sales Department

NEW YORK
25 Warren Street
34-36 N. Moore Street

each
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this
year.

PERSONAL — The
dealer who is not making a handsome
profit selling Enterprise Meat and
Food Choppers will learn something
to his advantage by addressing the
undersigned.....

Sometimes life's little
vanities show
on

a hard
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Job
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an
a Ne
on

We are breaking all records in Sales of Meat and Food Choppers.

If you are not selling more

Enterprise Meat and Food Choppers

than ever before there is something wrong.

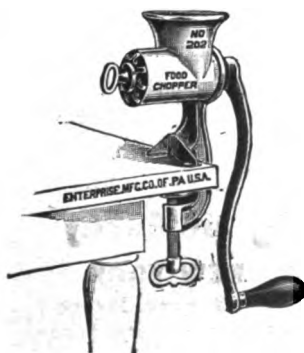
Write us for "ginger" (live advertising matter), to start business bubbling your way.

People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them.

Get in line!



THE ENTERPRISE MFG. CO. OF PA.

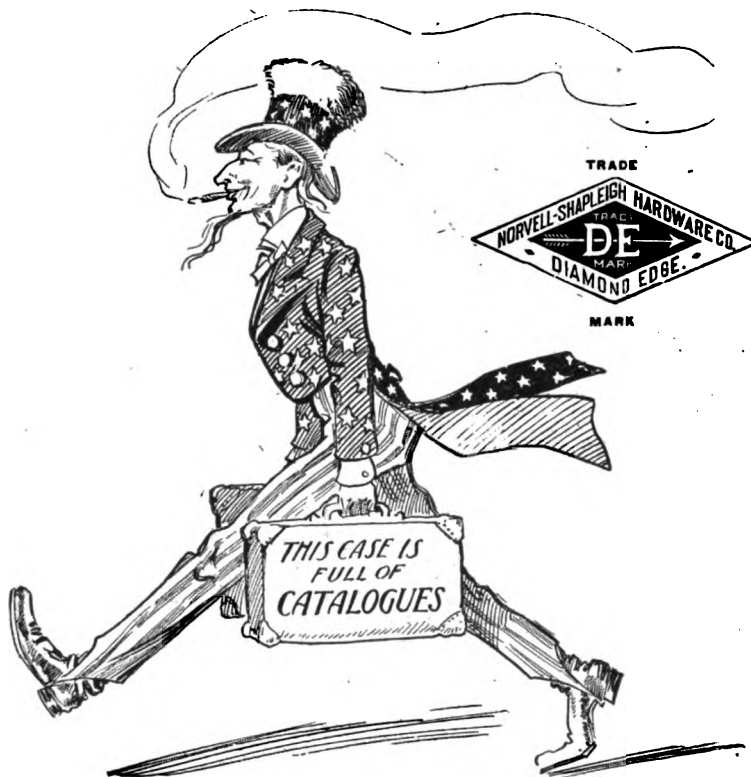
Philadelphia, U. S. A.

NEW YORK CITY:
10 Warren St.

SAN FRANCISCO:
318 Market St.

Allow Us to Introduce Our Mail Order Salesman

UNCLE SAM



UNCLE SAM travels for our Mail Order Department. **No town is too small for him—no drive too long.** He travels all night and works all day, every night and every day. He never takes a vacation. Uncle Sam is now distributing

OUR CHRISTMAS CATALOGUE

If you wish him to call with one, drop us a postal. In distributing these catalogues for us Uncle Sam works for less than cost. Everybody who puts a two cent stamp on a letter helps to pay the salary of our mail order salesman.

Norvell-Shapleigh Hardware Company

Established 1843

ST. LOUIS, MO.

ONE DIAMOND EDGE SPECIALTY— SKATES

Each Pair
Packed in
Card Board
Box with
Lithographed
Label.



For the past two years we have packed with all our specialties a circular of "Hints to the Retail Salesman." This circular contains the talking points and will help you sell **Diamond Edge Goods.**



The above is a reproduction of the "Valuable Hints" Circular—packed with each pair of "Diamond Edge" Skates.

Valuable Hints FOR USE OF Retail Salesmen

"Diamond Edge" Skates

RUNNERS Made of carefully selected, toughened Hi-Carbon Steel, extra broad at base. Hollow ground.

FOOT PLATES Made from tested Homogeneous Steel. Shaped to conform to foot. Owing to its peculiar construction it is the lightest, and at the same time the most rigid in the world.

CLAMPS Are made of tested Homogeneous Steel. The heel clamps are of extra height. "Diamond Edge" Skates will "STAY ON" no matter how badly the heel may be worn. The toe clamps are of the improved, self-adjusting pattern, which places the runner in the center of the foot. **Just the thing for Bull Dog Shoes.**

LEVER Positive lock. Will not jar loose.

NORVELL-SHAPLEIGH HARDWARE CO.
St. Louis, Mo., U. S. A.

Write for Skate Catalogue

Norvell-Shapleigh Hardware Company

Established 1843

ST. LOUIS, MO.

OLDEST

ESTABLISHED 1838

LARGEST

THE FRANK MILLER CO.

Manufacturers of the Preparations for Use on Harness Known as

"The Standard of the World"

Highest Awards, Centennial, 1876
Highest Awards, World's Fair, 1893



Harness Dressing



HARNESS OIL.

Preserves and softens the leather, consequently adds life. Compounded with pure neatsfoot oil.

The very best article of its kind. Unequaled for use by both manufacturer and owner of harness.

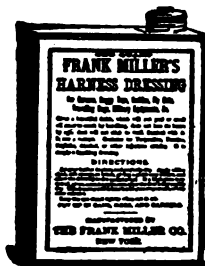
I. X. L. HARNESS OIL.

Second in quality only to our Frank Miller Harness Oil. Superior to all others.



Carriage Top Dressing.

Gives an elastic, durable water-proof gloss and is positively safe to use on finest stock.



EDGE, COLLAR AND HARNESS INKS



AXLE OIL.

Superior to Castor Oil; lasts longer and will not gum.



HARNESS SOAP.

Unrivaled for cleaning and softening the leather, absolutely pure.



Our preparations are uniform in quality and the quality the best.



The Frank Miller Co.

OFFICE AND FACTORY

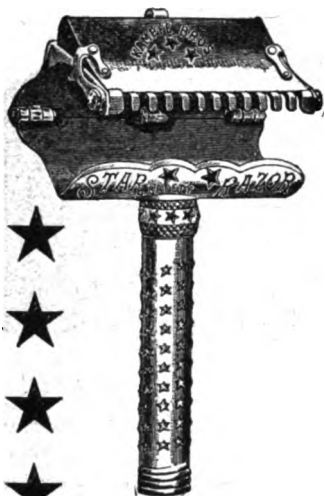
349 and 351 West 26th St., NEW YORK, U. S. A. Tower Chambers, Moorgate, LONDON, E. C.

EUROPEAN OFFICE

Send for Price List and Catalogue.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
★ **THE GENUINE KAMPFE** ★



THE RAZOR

STAR
Safety Razor

Price \$1.50



THE BLADE.



THE CASE.

★ **THREE STARS FOR SHAVERS** ★

A Safe Razor for Corns

Shaving Razors are not made to cut corns. To so use them is awkward and dangerous. Here is a razor made purposely to cut corns properly and safely. Short blade with rounded end, rigid handle, and a safety guard that enables you to pare off the corn smoothly and evenly without possibility of digging or gashing either toes or your thumb. It's the Star Safety Corn Razor—made by the makers of the Star Safety Shaving Razor and equal to that famous razor in quality and efficiency. Finest razor steel, sharp-ended ready for use and enclosed in black leather case. Price \$1.00.

For sale by hardware dealers, druggists and at cutlery counters everywhere, or sent by mail, postpaid, if you will mail us a dollar bill. Do it to-day. Your dollar back if you want it. Illustrated booklet free.

Kampfe Brothers
Makers of the Famous
Star Safety Shaving Razor
12 Reade Street
New York
Established
1875

STAR
SAFETY CORN
RAZOR

Actual Length
5 1/4 inches

Cuts the corn,
not the toe.

No Honing—No Grinding



6,000 Dealers Handle It


Will Last A Life-time

Mr. Dealer—Every Carbo Magnetic Razor sold means a satisfied customer and One Dollar net profit to you. Carbo Magnetic Razors ARE DIFFERENT from any others made; they are tempered by OUR OWN exclusive secret process of ELECTRICITY: every razor being tempered EVENLY and ALIKE. The steel used in their manufacture is ENGLAND'S FINEST PRODUCT. They are the best that money and workmanship can produce and our extensive advertising is enlightening thousands of people daily to this fact, thereby creating a large demand for CARBO MAGNETIC RAZORS, which means the bringing of many new customers to your store. We create the demand, Mr. Dealer, for CARBO MAGNETIC RAZORS, which carry with them 66% per cent. net profit.

CARBO MAGNETIC RAZORS give such universal satisfaction they are sure to bring back all parties who have purchased them and who may be in need of other articles you carry, thereby helping you to build up trade in ALL YOUR OTHER DEPARTMENTS.

We have a proposition to make to you whereby we can show you how you can sell five razors where you are now selling one. Write to us for particulars. Our unique selling plan will interest you.

Firm of A. L. SILBERSTEIN, 459-461 Broadway, New York, City.



BLADES FORGED BY HAND FROM BAR STEEL

W.R. CASE & SONS
WARRANTED
CUTLERY

WE WILL PREPAY any quantity of our POCKET KNIVES, BUTCHERS' KNIVES, SCISSORS, RAZORS, and RAZOR STROPS to any responsible dealer in the United States, and after 60 days' trial, if you do not find that they are superior to the line of cutlery you are carrying, you may return them to us at our expense.

W. R. CASE & SONS,
Bradford, Pa.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

"MONEY TALKS"



**"DOLLARS
FOR
DEALERS"**

To make money—that's why we are all in business. Now, if you could get hold of an article which you could sell for a better price, sell in larger quantity, and sell to the greatest satisfaction of your customers, you would be quick to grasp the opportunity, wouldn't you?

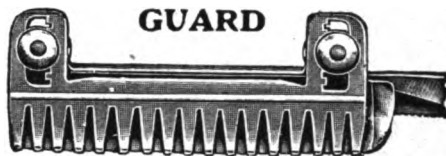
An opportunity many times as great is embodied in **KEEN KUTTER** Tools and Cutlery.

They are the best goods in the world, compared item by item with any others. You can get better prices for them than any other line and you can sell more of them—that's because of our Advertising. Your customers know about them.

Isn't there money in this for you?



THE SHAVEZY GUARD



May be adjusted to any blade.

Instantly changed from right to left.

Is the best and a Cheap Guard.

Get my prices, which are right.

L. T. WEISS, Sole Manufacturer
297 Taffe Place, BROOKLYN, N. Y.

'EVER-READY' SAFETY RAZOR AND 12 Blades \$1⁰⁰



Bigger! Better!! Busier!!!

Thousands of dollars have already been expended in magazine advertising to arouse world-wide buying. Thousands more will quicken the call over your counters and exhaust the supply on your shelves.

Just feature Ever-Ready Safety Razors in your establishment—shout the price—use counter space or a window corner.

Write to us for show cards, window tickets, window strips and advertising helps. They're all free, upon request.

We are contributing all the energy, selling force and expenditure that could possibly guarantee you quick sales, big profits and plenty of them.

With our proposition of the only safety razor in the world with twelve separate blades, selling for less than \$5 and the countless other advantages, surely warrants your fullest and vigorous co-operation.

AMERICAN SAFETY RAZOR CO. INC.

Offices, 299 BROADWAY, NEW YORK

The Three Best

Safeties for all kinds and conditions of whiskers, be they tender or tough, and the three best sellers for Holiday trade are

The Zinn Automatic, - \$5.00

The Gem, - - - - 1.50

The Gem Junior, - - 1.00



BUT

The Zinn Automatic Razor is THE record breaker for popularity. In a surprisingly short time, after making its qualities known, we were deluged with orders from everywhere.

It requires neither honing nor stropping — is always ready — gives entire satisfaction.

Twenty-four Blades with each Zinn and our guarantee with each outfit.



IF

You are after Holiday Money Makers—DON'T stock up with safeties until you have seen our special proposition. It means money in your till.

We help you sell 'em. The most popular magazines contain our Safety Razor story, and if you want literature with which to supply your customers, a postal will fetch it.

Send at once for Rock Bottom prices and Agent's agreement.

Gem Cutlery Co.

34 Reade Street New York

Pioneer Safety Razor Makers



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Five Million Dollars

Paid Over the Retailer's Counter in 30 Months for the

Gillette Safety Razor

One Million satisfied users of the Gillette Razor are satisfied customers of the live dealers who handle Gillette Razors and Blades. Don't you want to sell your share of the second million Gillettes?

Dealers everywhere report increasing sales. We are spending more money in advertising the Gillette than is spent by all other razor concerns combined. Our advertising creates the demand which dealers supply at good profit to themselves.



No Blades
Resharpened

All Blades
New

Sold by
Dealers



Prices fixed and maintained by patentee and manufacturer prevent price-cutting and insure every dealer receiving full profit.

Triple Silver-Plated Set, with 12 blades (24 keen edges), \$5.00

Standard Combination Set, with shaving brush and soap,
in triple silver-plated holders, 7.50

Other Combination Sets in Silver and Gold.

New Blades, in packages of ten,50

We supply our dealers liberally with signs, booklets and hangers, and lend all possible assistance to push sales through the dealer. Write for our uniform discounts.

Gillette Sales Company

244 Times Building,

NEW YORK

\$5,000 SALES

ON



TRADE MARK REG. No. 42,386

Froo Razor Assortments

IS THE

30 Day Record

of the big Minneapolis Hardware Jobbers,

JANNEY, SEMPLE, HILL & CO.

That's a big business in Razor Strops and Razors. Fully as good are the sales of **Marshall Wells Hardware Co., Portland, Ore.;** **Townley Metal & Hardware Co., Kansas City, Mo.;** and a hundred other top notch jobbers, who are successfully handling the assortments.

Radiumite is a tremendous *holiday seller* and is staple the year 'round. *Now is the time to take on the line.* Our system of sales co-operation with jobbers, salesmen, dealers and the public, together with *first class goods in every respect*, is the reason for the remarkable growth of Radiumite.

CAUTION Beware of razor strops called "Radium." They are usually so named *to deceive*, and to prey upon the extensive advertising and popularity of *Radiumite*, which is a legitimate trade-mark registered in the U. S. Patent Office. The *Radiumite Diamond Honing Pattern* is applied to all *Radiumite Strops*. It was patented July 31, 1906. All infringements of our trade-mark "*Radiumite*," or our patented *Radiumite Diamond Honing Pattern* will be vigorously prosecuted to the fullest extent of the law.

THE RADIUMITE COMPANY

97-99-101 South Clinton Street, - - CHICAGO

All we ask is a fair trial for



S & S KNIVES
"ALWAYS THE SAME"



If S & S Knives are all we claim for them, then you want to handle no other line of knives, of course.
But how can you be convinced that they meet the demands of the particular class of butcher trade, unless you give them a trial?
Here are the points we claim for S & S Knives:
They are even in temper—uniform in quality—they contain no hard or soft spots—and will hold their edge under hard service.
We guarantee these points, and authorize you to refund the money in case any S & S Knife you sell fails to stand the test.
Is it any wonder that we are clamoring for just one trial?

National Cutlery Co. DETROIT, U.S.A.

TRADE VILLAGE BLACKSMITH MARK

MR. HARDWARE MAN—
IF YOU REALIZED HOW MUCH TIME
YOUR CUSTOMER PUTS IN AT THE GRIND—
STONE WITH AN ORDINARY BUTCHER KNIFE—
AND WHAT HE SAYS UNDER HIS BREATH—YOU WOULD SPEND
JUST A FEW MINUTES MORE NEXT TIME AND IMPRESS UPON
HIM THE MEANING OF THE TRADE MARK VILLAGE
BLACKSMITH—ON BUTCHER KNIVES AND
TOOLS

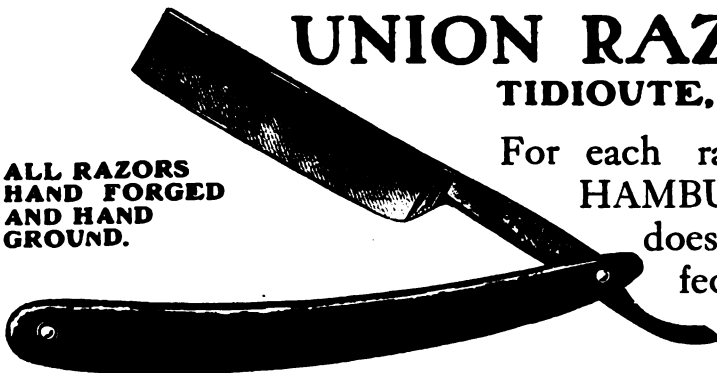
The Village Blacksmith Folks
WASHINGTON CUTLERY CO. M.I.L.

HAND MADE BUTCHER KNIVES AND TOOLS

UNION RAZOR CO.

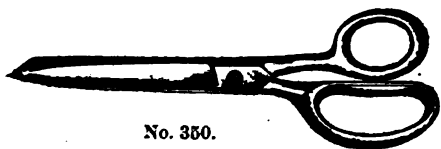
TIDIOUTE, PA.

**ALL RAZORS
HAND FORGED
AND HAND
GROUND.**



For each razor of our full
HAMBURG Grinds that
does not prove Per-
fect WE will give
TWO new ones.
UNION RAZOR CO.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

QUALITY
TELLS**THE ATLAS BRANDS**QUALITY
TELLS

No. 350.

Embody All the Essential Features Required in a Good Running Shear, with an Exceptionally Fine Cutting Edge.

Send for Catalogue No. 16

THE ATLAS SHEAR CO.
CAST SHEARS SCISSORS TINNER SNIPS
BRIDGEPORT, CONN., U. S. A.



Forty-nine years ago we made the first UN-X-LD Pocket Knives.

Those old-time Knives always gave excellent satisfaction, and we've continued making UN-X-LD Cutlery ever since, always in the manner to insure the highest possible quality, and that is why UN-X-LD Pocket Cutlery is to-day far in the lead, when it comes to the quality of the blade and the tempering.

And the springs we use won't lose their strength the way many knife springs do.

We make a fine line of Hunting Knives.

Want our Salesman to call and show samples?

No bother for us—no expense to you.

Send your name on a postal card.



NORTHFIELD KNIFE COMPANY,

NORTHFIELD, CONN.

"Best in the World"

A true statement of
quality maintained
since 1825 : : : :

HEINISCH

Tailors' Shears,
Trimmers, Scissors,
Tinner's Snips, Etc.



R. HEINISCH'S SONS CO.

NEWARK, N. J., - - - U. S. A.

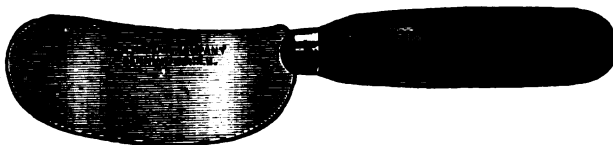
NEW YORK OFFICE AND SALESROOM, 155 CHAMBERS STREET

C. J. KIMBALL COMPANY

BENNINGTON, N. H.

MANUFACTURERS OF

Butcher Knives
Shoe Knives
Kitchen Knives
Putty Knives
Paper Hanger Knives
Factory Knives
Cigar Knives
Screw Drivers
Drawing Knives, Etc.



SEND FOR CATALOGUE



Forschner's
XXXX Brand

Butcher Knives

Made of Special
Damascus Steel, carefully tempered and ground, combined with best workmanship. *Superior to all others.* Each blade warranted.

Write for Catalogue.

Chas. Forschner & Sons
208 East 19th St., New York, U. S. A.

BETTER WORK



LESS COST

A tool that will do better work and do it at less cost, commands the attention of every progressive manufacturer.

Hundreds of manufacturers have found such a tool in Carborundum Grinding Wheels. Carborundum Wheels do better work—cut fast and clean—never draw the temper from even the finest steel.

They do the work at less cost, because they require less attention—because they work faster, and because they last from twice to three times as long as any other abrasive in the world.

Better work at less cost—That's an ideal tool—

Let us send you the full story of Carborundum and what it has accomplished.

THE

Carborundum Company
NIAGARA FALLS, N. Y.

THERE IS PROFIT IN Standard Carriage Heaters

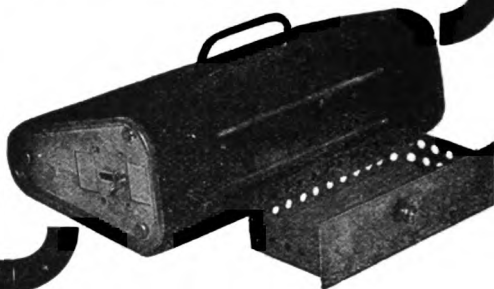
BECAUSE—They are never sold direct to the consumer when we can turn the business over to a dealer.

BECAUSE—When we do sell them direct, the consumer has to pay the full list price.

BECAUSE—The Catalog Houses don't sell them. **YOUR BEST INTERESTS DEMAND THAT YOU GET OUR 1906 PRICES.**

The STANDARD STAMPING CO.

MARYSVILLE, OHIO



BETTER and CHEAPER Coal for CARRIAGE HEATERS

ONLY ONE GRADE—THE BEST

Standard Size Carbons
for use in

CLARK,

Petty, Standard & Lehman Heaters

BRAND ALLEN
(12 bricks to box; 24 boxes to case)

52c. doz.

BRAND BURNRIGHT
(standard length and thickness)
2 in. wide, packed same as Allen

42c. doz.

More Allen coal used in New York than any other Brand.

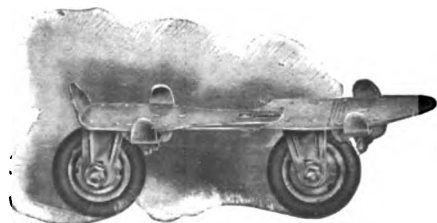
References—Every large Livery in New York.

ALLEN HEATERS the best and cheapest, \$1.50 and \$1.75

THE ALLEN COAL COMPANY, 36 Great Jones Street, NEW YORK

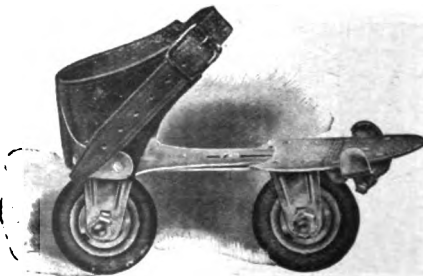
BUFFALO MODEL—EXTENSION CYCLE SKATES

Nickel-Plated—Ball Bearing—Rubber Tires



Particularly
Adapted
for
Outdoor
Use

Send for
Catalogue
with special
discounts.



THE CYCLE SKATE AND SPORTING GOODS CO., 37 Park Street, New York

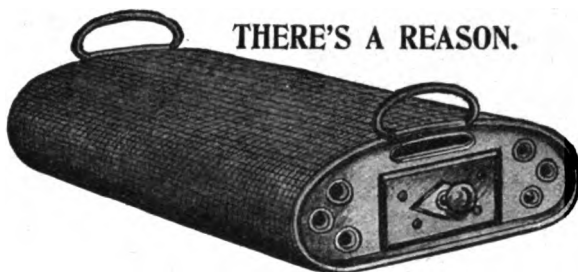
CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Horsemen, Physicians and Farmers

Having use for a CARRIAGE HEATER always select a celebrated

Lehman Heater

The
Heater
of Quality



THERE'S A REASON.

The
world famous
LEHMAN
Heater
known all over
the world.

They Burn LEHMAN COAL, which is guaranteed to be the BEST money and skilled labor can produce.

They are the STANDARD, having been on the market over 20 years, and are recognized as the best and most serviceable. Ten times as many LEHMAN HEATERS and Coal are sold annually than all other makes combined.

The Lehman Heaters and Coal are the best made and most extensively advertised, and HARDWARE Dealers will find the LEHMAN HEATERS and COAL quick and ready sellers. They always give satisfaction.

350,000 LEHMAN HEATERS ARE IN USE. BEWARE OF IMITATIONS.

Have you seen our latest circular with prices? Be sure and send for it today, mentioning Hardware Dealers' Magazine.

LEHMAN BROS., Mrs., 10 Bond St., New York City

J. W. ERRINGER, General Western Sales Agent, 45 E. Congress St., Chicago, Ill.

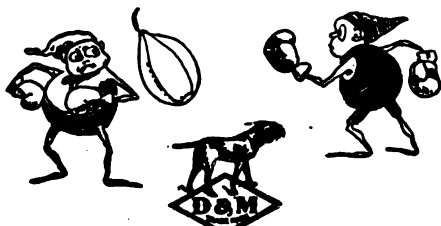
BOXING GLOVES

Foot Balls

STRIKING BAGS

Clothing

"Everything for Fall and Winter"

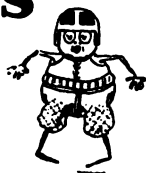


Sporting Goods



"None
Superior"

BE SURE
TO SEE
OUR



Baseball Line for 1907.

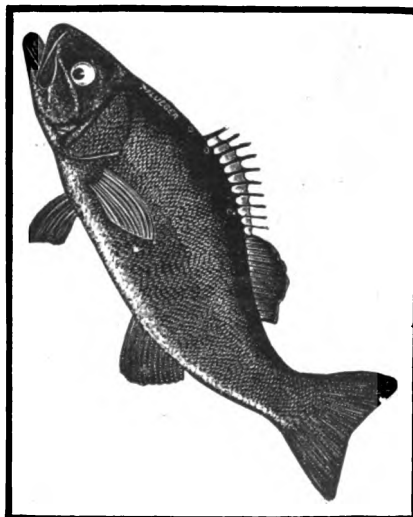
Before placing your orders let us send catalog and quote prices.

THE DRAPER & MAYNARD CO.
MANUFACTURERS

Plymouth, N. H. - - - U. S. A.

PFLUEGER'S FISHING TACKLE

Hooks, Flies, Trolls, Spinners, Phantoms, Reels,
Furnished Lines, Everything in Fishing Tackle

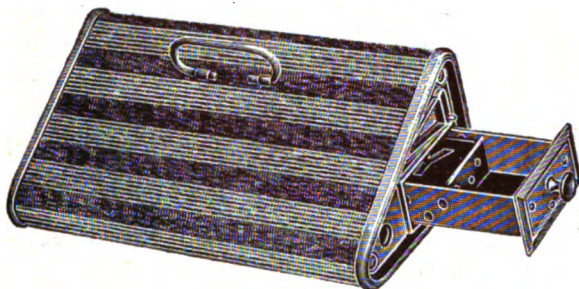


NOTICE.—Free to any dealer in Sporting Goods, sent express prepaid, 170-Page Illustrated Catalogue No. F 25 and Metal Fish Sign in 8-Color Lithograph

The ENTERPRISE MFG. CO.
AKRON, OHIO, U. S. A.

PETTY CARRIAGE HEATERS and COAL

Stand for Satisfied Customers



**MATERIAL
THE BEST**

**PRICES
THE LOWEST**

The ORIGINAL HEATER with adjustable ventilators. All others are imitations. The only Heater that will not burn your lap robes. Handled by all leading jobbers. Free Catalogue on request.

THE PROGRESSIVE MFG. CO.
PANA, ILL.



FLEXIBLE FLYER

"The Sled That Steers"

Swift as the wind—that suits the boys. The only sled a girl can properly control. Made of the best materials. Finely finished. Outlasts any wooden sled. Made in six sizes. Write for descriptive catalogue and prices.

S. L. ALLEN & CO.

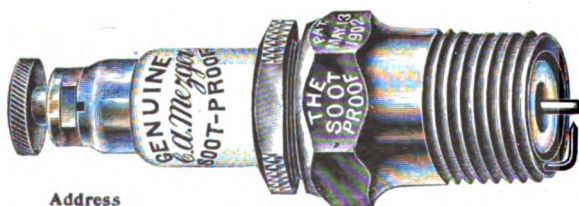
Box 1100 H.

Philadelphia, Pa.

GET THE TRADE

with a fast selling automobile appliance.

The hardware dealer is in line for auto sundries. Get your jobber to furnish you



Address

with **"Soot-Proof" Plugs**

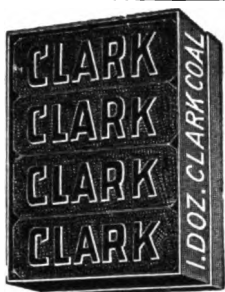
It is the most economical and best selling plug on the market, because its life is practically unlimited. It cannot short-circuit.

Send for new Price List and descriptive matter

C. A. MEZGER, Inc., Manufacturers, 203 W. 80th St., New York

National Sales Corporation, Factory Sales Managers, 296 Broadway, New York.

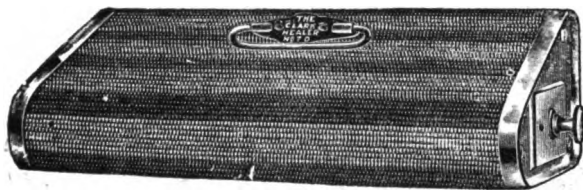
CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



From Now to January
1st, the Big Sales of
CLARK CARRIAGE HEATERS
AND COAL

will be made

THESE HEATERS have a well earned reputation all over the country as the strongest, best made and most efficient on the market.



No castings of any kind are used in them and every joint is solidly riveted. They are practically unbreakable. Most of the 19 styles have handsome and durable carpet covers.

CLARK COAL

is known everywhere as THE COAL OF QUALITY. We send a written guarantee with each brick that it will heat longer and stronger by 25 per cent than any other heater fuel made.

WE SUPPLY ADVERTISING MATTER UNDER YOUR NAME

To every dealer selling these goods we send entirely at our own expense as much advertising matter as desired. This shows only the styles you carry and has your business card printed on each piece.

Ask your jobber for these goods and write for our new catalogue entitled,
"IF YOU RIDE IN WINTER"

Chicago Flexible Shaft Co.
180 ONTARIO STREET, CHICAGO

If the name CLARK is on your heaters and fuel, you can guarantee them to any customer, for we guarantee them to you

THE FOUNDATION OF SUCCESS

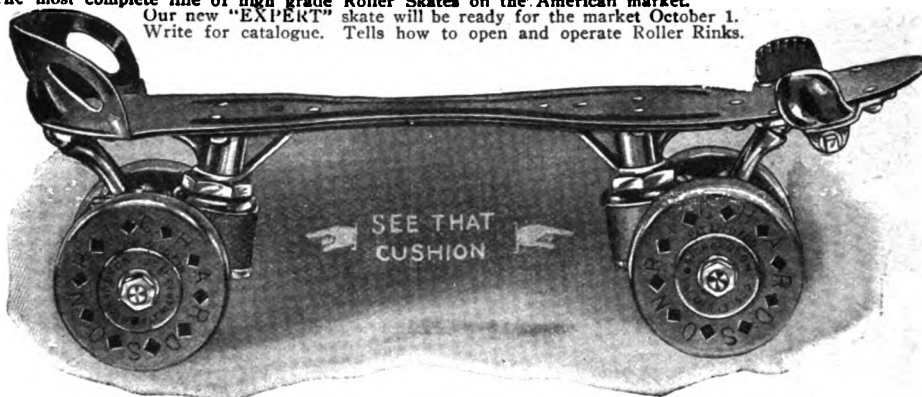
IN THE RINK BUSINESS IS AN EQUIPMENT OF THE RICHARDSON CUSHION FRAME, ANTI-JAR BALL-BEARING ROLLER SKATES, used in all of the largest and most successful rinks, and by all of the most prominent professional skaters in America. We have held all World's Records since 1885. We have originated every essential feature in connection with the manufacture of roller skates during the past Twenty Years.

We do not manufacture sidewalk skates and recommend them for rink use.

The most complete line of high grade Roller Skates on the American market.

Our new "EXPERT" skate will be ready for the market October 1.

Write for catalogue. Tells how to open and operate Roller Rinks.



RICHARDSON BALL-BEARING SKATE CO. 501 Wells St.. Chicago

1907 CATALOGUE NOW READY

Giving useful information on Rules of
Racing and Hockey, Track-
Laying, Records, etc.

NESTOR JOHNSON, Chicago, Ill.

636 & 638 N. California Av. near Division St.



WINSLOW'S Skates

Will be in greater demand than ever this season, owing to our extensive advertising in the leading magazines.

WINSLOW'S SKATES have been the recognized standard for 50 years—both ice and roller skates.

The WINSLOW COLLEGE HOCKEY is one of our best sellers.

Send for Catalogue of
New Models

THE SAMUEL WINSLOW SKATE MFG. CO.
WORCESTER, MASS.

New York Office:
84-86 Chambers Street

London Office:
8 Long Lane, E. C.

MOTOR Boat Fittings

Brass and Galvanized Specialties
Marine Hardware

Send for Catalog

A. S. MORSS COMPANY
210-212 Commercial St. Boston, Mass.

TIN BOXES FOR ALL OFFICE USES



Established
1851

Cash, Bond, Stamp, Bill and Change Boxes, Bill Head Cases, Envelope Cases, Hallway and Outside Mail Boxes, etc.

Satisfaction Guaranteed—Send for Catalog

MERRIAM MFG. CO., Durham, Conn.

BARNEY & BERRY

OFFER THE TWO MARKET LEADERS

SAFETY EDGE HOCKEY



AND
CANADIAN HOCKEY

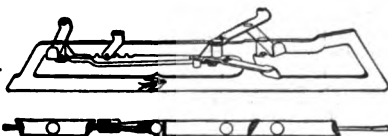


ALWAYS DEPENDABLE. BETTER STOCK THEM.
CATALOG WAITING YOUR REQUEST.

BARNEY & BERRY, Springfield, Mass.

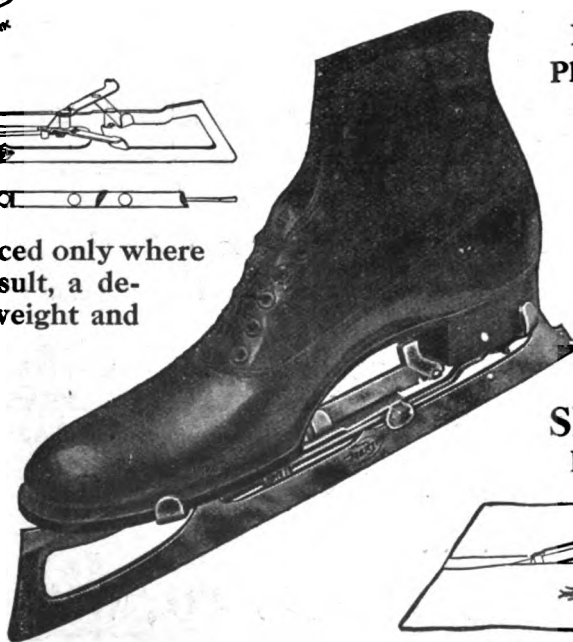


FOLDING POCKET SKATES!



Metal placed only where
needed; result, a de-
crease in weight and
increase in
strength.

A pair in a
Wallet may
be carried in
the breast
pocket or a
Lady's Muff.

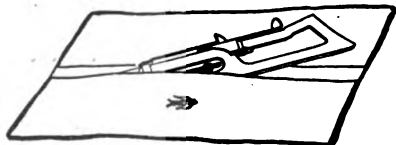


No Keys, Heel-
Plates or Screws;
NO BULK,
NO
BOTHER.

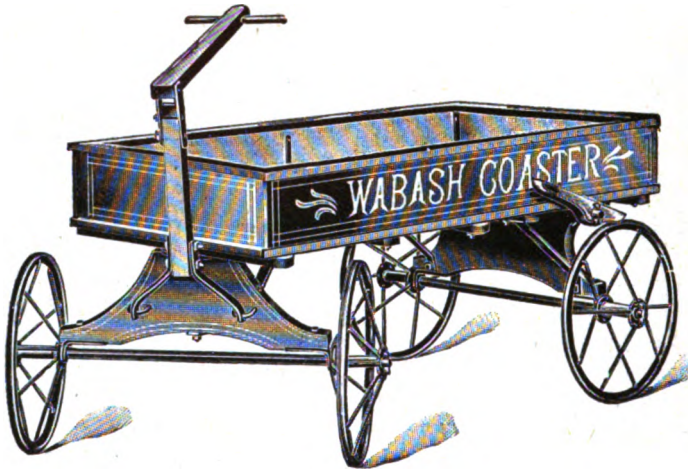
Leading Jobbers.
Ask for Catalog.

=

MARTIN
SKATE CO.
Boston, Mass.



FUN FOR ALL, ALL THE YEAR



THE WABASH COASTER WAGON

sells readily at a good margin of profit. Guaranteed to give satisfactory service.

THE WABASH COASTER WAGON is a substantial, general purpose wagon, 34 inches long, 16 inches wide; large, roomy box of hard wood, removable. Well balanced to prevent tipping. Turns easily on narrow walk. All wheels (our exclusive Wabash patent) are 11 inches in diameter—of wide tread, on steel axles, no bumping or pounding. A nobby, solid wagon in which any youngster will have pride and pleasure.

GET READY FOR THE HOLIDAY RUSH

WABASH COASTER WAGONS will be in demand; they're advertised

The people know about them

Order now through your jobber or direct from us; we have nine shipping stations as follows:

**PHILADELPHIA, PA.
MILWAUKEE, WIS.
SEATTLE, WASH.**

**PITTSBURG, PA.
ST. PAUL, MINN.
PORTLAND, ORE.**

**LOUISVILLE, KY.
KANSAS CITY, MO.
WABASH, IND.**

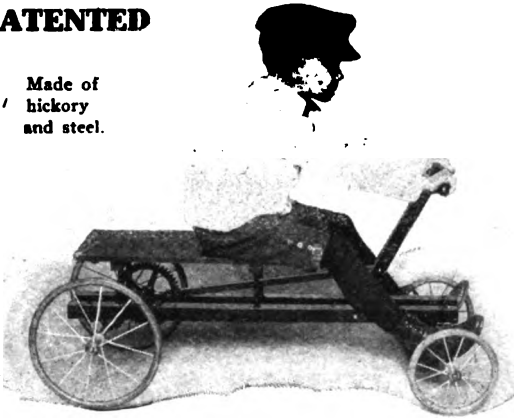
Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

WABASH MANUFACTURING CO., Wabash, Ind.

PATENTED

Made of
hickory
and steel.



IRISH MAIL
Geared for speed—Low Wheels
can't upset.

ARE YOU READY

FOR THE XMAS RUSH
ON THE FAMOUS

IRISH MAIL

LINE OF CHILDREN'S VEHICLES?

IF not you had better get busy. You know how congested the freight traffic is now. What will it be in a few weeks more?

MOST of our dealers had their Xmas orders shipped last month. They ordered heavier, too, because they didn't have enough last year.

IT'S THE ONLY LINE

the people want because they know it's the strongest, fastest, safest, nicest hand-car on the market. and the only one that is guaranteed by the maker.

Our advertising drives the people to your store—you "RAKE IN" BUSINESS and PROFITS.



FLYING DUTCHMAN.

Quick sales—good profits—easy money and when once sold they stay sold.



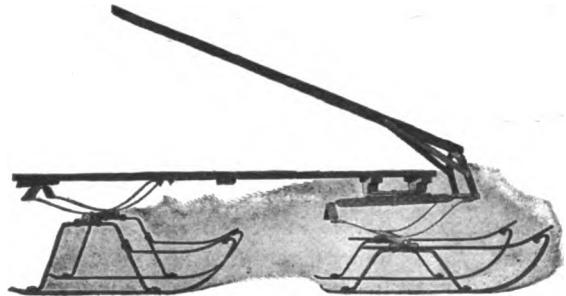
Some dealers average 100 WAGONS SOLD EACH DAY. They're all the rage and people are IRISH MAIL crazy. SEND US YOUR XMAS ORDER AT ONCE and get ready for the rush.

THE KATY-FLYER
Coaster, Wagon and Sled

Lightest, strongest, and coast farther than any other. Any boy can remove end-gate and side of bed in one second, or change wagon to sled. Second season. Good seller.

WE MAKE OTHER CHILDREN'S VEHICLES.

Write for Catalogue.



KATY-FLYER (Coaster Sled).

HILL-STANDARD MFG. CO., 458 Irish Mail Ave., ANDERSON, IND.

BAKER GUNS

Send for Descriptions and Prices of **NEW GRADES**



Our line comprises **TWELVE** different Stock and Special Grades in a wide variety of specifications at prices ranging from \$18.00 to \$250.00

READY SELLERS SATISFACTORY TO USERS

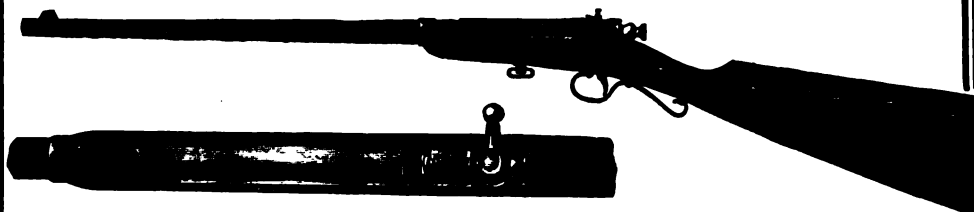
Liberal discounts and attractive propositions for **THE DEALER**

BAKER GUN AND FORGING CO.

BATAVIA, N. Y., U. S. A.

HAMILTON RIFLES

22 Calibre



Our No. 23, Latest Model, Take Down

Adjustable Rear Peep Sight

Front Bead Sight

MODEL NO. 23, \$3.⁰⁰

MODEL NO. 19, \$2.⁰⁰

MODEL NO. 15, \$1.⁵⁰

HAMILTON RIFLES ARE GUARANTEED in each component part against any imperfection of material or workmanship. ¶ Hamilton Rifle Model No. 23 is of the *Bolt Action* type, deservedly popular for combining simplicity of action with strength and safety. ¶ Action is automatic both in putting cartridge into the chamber and ejecting the exploded shell. ¶ Working parts easily and quickly taken out of the barrel for cleaning by simply throwing thumb lever up and pulling back bolt, holding trigger back with finger at same time.

Ask Your Jobber

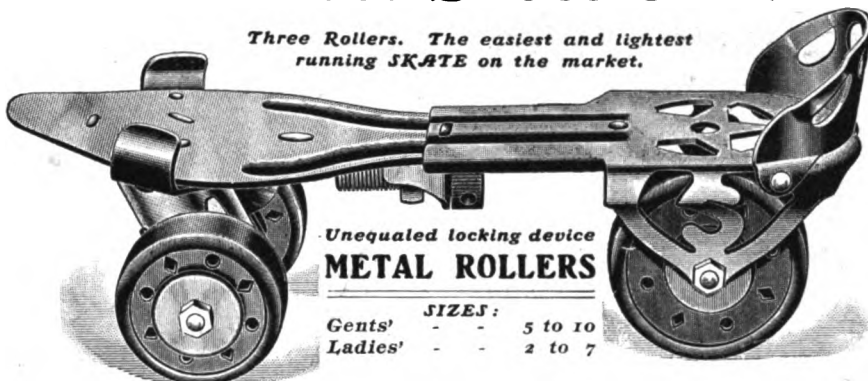
MANUFACTURED BY

Send for Catalogue

The HAMILTON RIFLE CO., Plymouth, Mich.

The Greatest Skate on Earth

Three Rollers. The easiest and lightest running SKATE on the market.



Unequaled locking device

METAL ROLLERS

SIZES:
Gents' - - - 5 to 10
Ladies' - - - 2 to 7

This Skate is provided with a spiral-compression-spring action encased in the barrel carrying the front truck, insuring uniformity of tension and action during the entire life of the skate. The rear roller immediately follows in any direction given the front truck by the skater, like the rear wheel of a bicycle. We solicit rink trade. Write for catalogue and terms.

Chicago Roller Skate Co., 65 South Canal Street, Chicago, Ill., U. S. A.

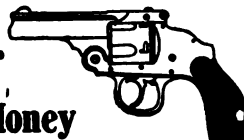
All Dealers Agree that

H.&R.

Is the

Greatest Revolver

Value for the Money



because of the minute care in manufacture. Every piece of material must be the highest quality, the workmanship and finish the best, and every weapon must be perfect to pass the most rigid inspection before leaving the factory.

If you are not carrying them in your stock, it will pay you to put in a line at once. Our catalog will interest you. Postal brings it.

HARRINGTON & RICHARDSON ARMS CO.
222 PARK AVENUE **WORCESTER, MASS.**

No. 602. "NAPANOCH" POCKET KNIFE TOOL KIT

MADE IN AMERICA PRICE, \$2.25 WARRANTED
Every one has use for a Knife, Rammer, File, Saw, CHISEL or SCREW DRIVER, this outfit being contained in a LEATHER POCKET BOOK, 4 1/4 x 3 1/4 inches. The owner, by carrying it in his pocket, always has it at hand for immediate use, whether CAMPING, BOATING, TEAVING, DRIVING in the SHOP, FACTORY, OFFICE, STORE, WAREHOUSE, AUTOMOBILE, on the FARM, BICYCLE, or around the HOME.

Any TOOL firmly attached or detached to the POCKET KNIFE in a second.

SEND FOR ILLUSTRATED CIRCULAR AND TRADE PRICES

V. J. ULERY CO., 9 E. Warren Street, New York, N. Y.

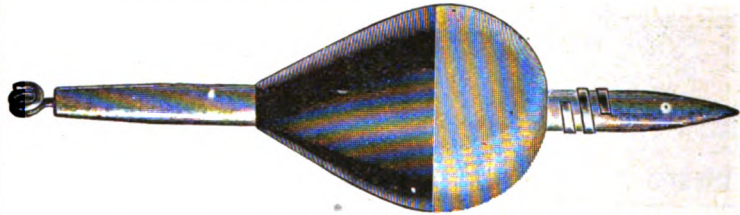


IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE,



CORK AND WOOD FLOATS

Furnished Fish Lines
Fish Line Assortments



ADJUSTABLE RINGED SINKERS

The Largest Manufacturers

F. E. CHESTER & CO.

CATALOGUE

PROVIDENCE, R. I.

P. O. Box 367



KINGFISHER

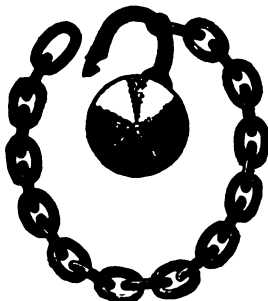


Lines are known by the Company they Keep
—they are only found in Company with the
KINGFISHER Trade-Mark.

E. J. MARTIN'S SONS

Makers of the

"KINGFISHER" BRAND Braided Silk Fish-Lines
ROCKVILLE, CONN.



Ames Sword Company

CHICOPEE, MASS.

MANUFACTURERS OF

PATENT PERFECTION PADLOCKS

ALL SIZES

SEND FOR
CATALOGUE

Half Inch to Two and a Half Inches

Consult BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



A good many dealers like their own name on AMERICA Alarm Dials—it's a standing "ad" that somebody else pays for.

Ask your jobber or write us about this.

THE
Western Clock Mfg. Co.
LA SALLE, ILL.



AIM HIGH!

Make up your mind this fall that you will sell more Daisy Air Rifles during the approaching holiday season than ever before.

And don't wait until the holiday season is right on you before beginning the good work.

Start the enthusiasm early by showing Daisy Air Rifles, and talking Daisy Air Rifles every day.

First see that your stock is in good shape—reorder now if it is low.

Bring out your stock from out of that dark corner and put the guns up where they can speak for themselves. The mere sight of Daisy Air Rifles will often coax the dollars out of the boys' pockets.

Window displays will help, too.

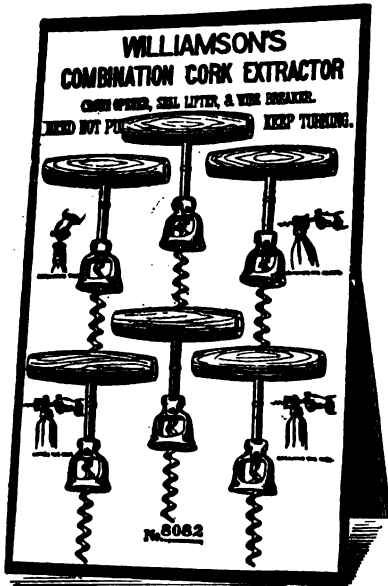
Now, let's all get a hustle on, and clean up a nice little profit on Daisy Air Guns.

Printed matter and display helps free if you write for them.

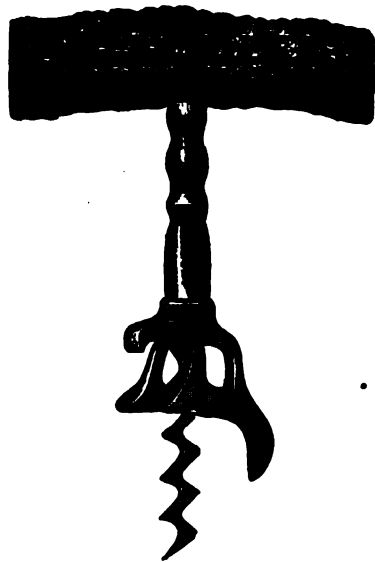
**DAISY
MFG.
CO.**

280
Union St.,
Plymouth,
Mich.



**ENOUGH SAID—***Send for a Catalogue*

C. T. Williamson Wire Novelty Co.
 52-64 Badger Avenue, NEWARK, N. J.

**WALKER'S CORK SCREWS**

Securely Mounted in Genuine Stag Handles
 Over Seventy Varieties
 Every one tested and warranted

ERIE SPECIALTY CO., **ERIE, PA.,**
U. S. A.

**The Line That Will Make Friends For You**

We here illustrate one of our original effects in our 1907 line. This is our CRUSADER PAT-
 TERN, and in the rich, harmonious colors we give it, it is wonderfully pleasing.

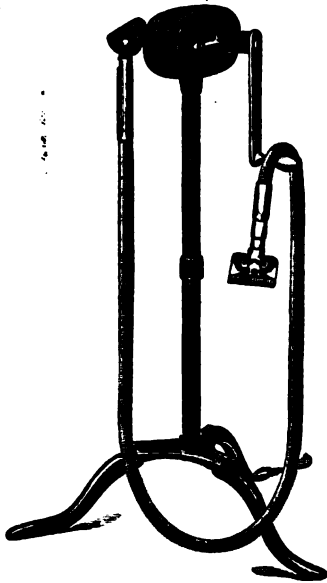
This is only one of many, all well made and durable, and in style to suit all variety of tastes.
 This our catalogue, illustrating each Hammock in colors, will show you.

It also will show you that it is just such a line that will attract your buyer and give your
 house

A HAMMOCK REPUTATION AND A PAYING ACCOUNT

HOHLFELD MANUFACTURING CO., 8th and Dauphin Sts., Phila., Pa.

We Want YOU to Represent Us in Your Town



FOR THE SALE OF THIS REMARKABLE HORSE CLIPPING MACHINE

IT IS THE STEWART NO. 1 ENCLOSED TYPE MACHINE

and retails at only **\$6.75**. It is better than any other machine made at any price. **We guarantee every part of the driving mechanism for 25 years.** The gears are all cut from steel, are hardened file hard, are enclosed in a metal gear case safe from dust and dirt and they run in oil. They can't wear out.

This machine will make you money and friends.

We Advertise for You

by sending just such printed matter as will help make sales and every piece of it has your business card printed on it as dealer. We will also supply a fine line of lithographed show cards for display.

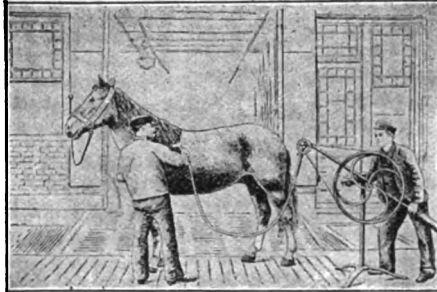
Write your jobber about this machine and our other splendid selling clippers and send to us direct for our new catalogue. It shows everything modern in clipping, shearing and grooming machinery as we make it in the largest factory in the world devoted to that line. Write today.



CHICAGO FLEXIBLE SHAFT CO. 180 Ontario St. CHICAGO

THE CELEBRATED Gillette Horse Clipping and Grooming Machines

¶ We are the only manufacturers in the world that make and sell Horse Clipping and Grooming Machines *only*. We do not make anything but Horse Clipping and Grooming Machines. We have no Hardware Specialties.



¶ We are so far in advance of other Machines in improvements that we really have no competitors. Gillette Machines give satisfaction in every way.

¶ Our claim is as broad as words can make it: The Gillette Clipping and Grooming Machine is *better than any other Clipping and Grooming Machine in every particular.*

¶ Send for our 1907 Catalogue and read about our New Patent Chain and Grooming Brush.

GILLETTE CLIPPING MACHINE COMPANY

110, 112, 114 W. 32d St., New York, N. Y.

Priest's Clippers

THAT'S



SUFFICIENT

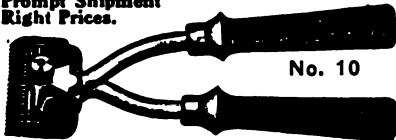
Catalogue on Application

AMERICAN SHEARER MFG. CO.
Nashua, N. H., U. S. A.

Wiebusch & Hilger, Ltd., Selling Agents
9-15 Murray St., New York City

HOTCHKISS CLIPPERS

Standard Quality
and Workmanship
Guaranteed.
Prompt Shipment
Right Prices.



Simple in Design
Elegant in Finish

No. 10

Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS

Railroad Ave., BRIDGEPORT, CONN.

GATES Yankee Clipper



A SHEET METAL DANDY

Coates Clipper Mfg. Co.,

Worcester, Mass.

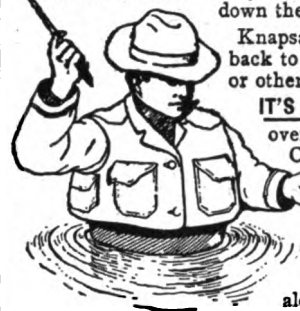
J. H. GRAHAM & CO., NEW YORK,

Selling Agents.

JARVIS FISHING COAT

For Wear With Waders

Convenient—comfortable—has pockets inside and outside for every convenience for a trip down the stream.



Knapsack pocket on the back to carry lunch, shoes or other bulky articles.

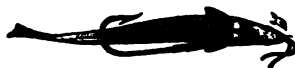
IT'S SHORT—just laps over top of waders. Contents of pockets can't get wet unless you have to swim.

YOU'LL WONDER HOW you ever got along without one.

Sent prepaid on receipt of price. Army Khaki Cloth each \$3.50. Heavy Tan Duck each \$3.00.

Order One Today.

**JARVIS
BAIT
HOOK**



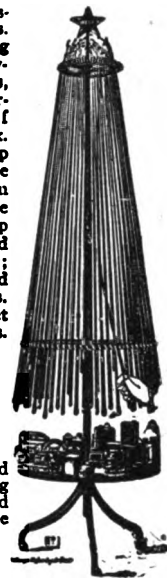
for use with live salted or pickled

minnows, for trolling, casting or still fishing. Holds minnow in natural position; it can't double up in a lump as with other hooks. Just naturally tempts the fish; then hooks him. Best catcher ever devised. Per dozen \$1.00. Send 10c for sample and complete information or ask your dealer.

W. B. JARVIS CO., Grand Rapids, Mich.
28 Canal Street.

Goods Well Displayed Are Half Sold When On Best Portable Revolving Whip Rack and Display Stand

Ornamental as well as useful. Displays from 1/4 to 1 1/4 Gross Whips. Has a Revolving Shelf for Displaying Oils, Grease, Soap, Dressing, Powders, Liniments, Gall Cure, Combs, Brushes, etc., etc. The only Perfect Whip Rack ever made. Shelf is worth half the price of the rack. Whips hanging by the point keep straight, cannot fall out and are kept in order. Gets them down and to the front, where they are seen and sold. The Best Whip Rack is made entirely of steel and iron, bolted and clamped together; is built like a bicycle. Enameled Blue, Painted with Gilt Trimmings. Adjustable from 8 feet to 9 feet 10 inches high. Weight, 80 lbs. Boxed, 100 lbs.



**Increase Sales of Whips
100 Per Cent.**

Houston, Texas, April 2, 1906.
Mr. JOHN H. BEST, Galva, Ill.:
Dear Sir—We are well pleased with the Best Portable Revolving Whip Rack and Display Stand and cheerfully recommend it to anyone wanting a good up-to-date rack.

Yours truly,
L. H. BURKS & SON.

Write for Catalogue and Prices

JOHN H. BEST, 518 North St., Galva, Ill., U. S. A.



ONE MINUTE

The time required
to put together the
FIGARO CLIPPER

THE SIMPLICITY OF CONSTRUCTION

Enables the clipper to be easily taken apart for cleaning and oiling. All parts held in place by the wing nut on the top of the cap.

NO TOOLS NEEDED BUT THE HANDS

BROWN & SHARPE MFG. CO.
PROVIDENCE R.I. USA.



"See this
Grand
Safety
Burner"

ALUMINUM OIL HEATERS

The only Oil Heater for your trade because it is the only Oil Heater equipped with our Grand Safety Burner, which makes explosions impossible, and safety, comfort and satisfaction always sure. It is therefore the only Oil Heater the merchant can honestly and earnestly recommend to his trade. Note the construction of this Grand Safety Burner as illustrated above:

A—Flame Spreader. B—Air space outside of Wick Tube. C—Air space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air space between Fount and Outer Casing. G—Fount for oil, entirely separate from Burner. H—Feed Pipe conducting oil from Fount to Burner. I—Shield resting on top of Fount with air space underneath.

The Aluminum Oil Heater radiates heat from the sides and bottom as well as top. Wick taken out and replaced in a minute.

Our Smokeless Device makes it impossible for any careless operator to cause the Heater to smoke.

No perforations, therefore nothing to clog up. Combustion is perfect. There can be no unpleasant odor, no smoke. It's a furnace for heat.

Costs less money and produces more heat than any other Oil Heater in the world.

The only Oil Heater that sells at sight, stays sold and brings more trade.

If you buy any other you will be sorry.

Every Aluminum Oil Heater is fully guaranteed. Money back if the purchaser is not satisfied.

It's the heater you want for your trade—let the other fellow have the trouble.

Get your orders in early. A postal card will bring full information by return mail.

NOVELTY MFG. CO.
Dept. X
JACKSON, MICH.



Founded in 1828
But always Up-to-Date

Baeder, Adamson & Co.

PHILADELPHIA
NEW YORK
BOSTON
CHICAGO

Manufacturers of
Sand Papers

IN EVERY FORM

Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

You take no risk on the Quality
We make only the Best!

Think It Over

DAMPNESS rots wood—causes decay.

Sunshine warps it if it's only covered with ordinary porous paint.

Snow, rain, dirt or sun can't get behind the hard, smooth glaze of **LUCAS TINTED GLOSS PAINT.**

LUCAS TINTED GLOSS is the one permanent paint that will improve the appearance and increase the cash value of any property to which it is applied.

If you haven't this celebrated brand in stock, a postal will bring our paint proposition—a proposition that will help you to make money and hosts of satisfied customers.

JOHN LUCAS & CO.
Philadelphia
NEW YORK CHICAGO

THE FRAZER

BEST IN THE WORLD

Always Uniform Often Imitated Never Equalled
Known Everywhere No Talk Required to Sell It

**GOOD GREASE MAKES TRADE
CHEAP GREASE KILLS TRADE**



For Sale by All Jobbers

SEND FOR PRICE LIST

FRAZER LUBRICATOR CO., 83 Murray St., N. Y.

ESTABLISHED 1886



OX FIBRE BRUSH CO.

CHICAGO, ILL.



The Brushes of Quality, Durability and Strength

Over 300 styles of solid back Horse, Scrub, Stove, Barn Brooms, Sweepers, etc., made in all grades of best selected fibre.

Ask Jobber for them.

If they haven't them, send for new illustrated catalogue.

Every brush *guaranteed* to give satisfaction.

Gerstendorfer Bros.' Decorative Goods.

A clean, attractive and complete line. Every package sold means a good, round profit to you (100% on your investment in nearly every case), and a pleased customer. For over twenty-five years we have put all our energy, brains and push into it, and our "special goods for special purposes" are to-day found in the stores of nine out of ten progressive dealers throughout the country.

Our advertisements will appear, during the current year, in leading magazines, as well as in newspapers, and will reach upward of 20,000,000 readers. Attractive display pieces showing the actual results of decorating with our goods, sent free with first order.

"OUR FAVORITE" GOLD ENAMEL (WASHABLE). Smooth and brilliant as gold leaf.

"STAR" DECORATIVE ENAMEL. In White and Colors.

"SAPOLIN" VARNISH STAIN. Brilliant and Transparent.

"STAR" BATHTUB ENAMEL. A Liquid Porcelain.

"SAPOLIN" FLOOR STAIN. Tough and durable.

"JAPANESE GOLD PAINT" (READY MIXED). Bright as real gold.

"SAPOLIN" RADIATOR GOLD AND SILVER (ALUMINUM). Easily applied.

"SAPOLIN" STOVE PIPE ENAMEL. Brilliant, permanent black.

"SAPOLIN" ALUMINUM ENAMEL. Bright Silver finish.

BRONZE-POWDERS AND BRONZING LIQUIDS. In all qualities.

The merits of these well-known goods are recognized. They sell all the year round. Will increase your sales and profits. Have you seen our new catalogue, 24th edition? If not, let us send you a copy.

GERSTENDORFER BROS., Dept. M, 231-5 E. 42d Street, New York

"NICE" LIQUID WOOD FILLERS

Varnishes, Paints, Stains and Enamels

With these you can get and hold the trade that is rightfully yours. They make friends for the dealer

SEND FOR BOOKLET

Eugene E. Nice : 272-274 South Second Street : Philadelphia

Selling More Axle Grease

The axle grease that will give your customers the best service and most satisfaction is the kind you will find most profitable to handle.

Dixon's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get Price List 55-I.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

DUSTLESS SWEEPING

WITHOUT OILING YOUR FLOOR

OUR RESERVOIR BRUSH

deadens the dust as you sweep. It makes its own dustless powder out of the dust and grit on the floor.



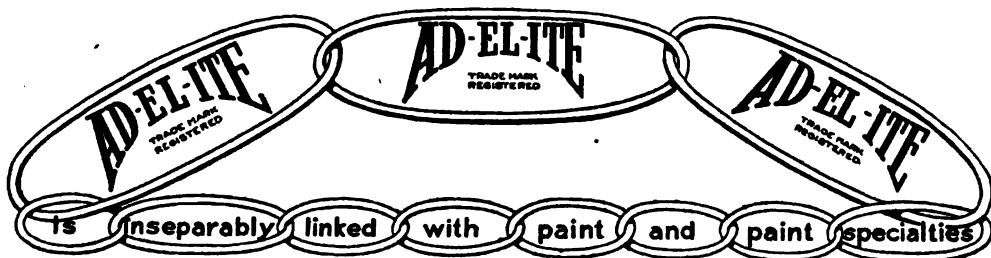
It keeps the floor fresh and clean, and makes scrubbing unnecessary.
USED BY OVER 100,000 MERCHANTS AND 6,000 SCHOOLS

SEND FOR TRIAL BRUSH ON
APPROVAL, EXPRESS PREPAID
Liberal Discounts on Quantities

MILWAUKEE DUSTLESS BRUSH CO.

120 SYCAMORE ST., MILWAUKEE, WIS.

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One Suggests The Other

Foremost of these well established Specialties is AD-EL-ITE, the most widely advertised and best known PAINT AND VARNISH REMOVER.

AD EL-ITE is one of the principal licensees under fundamental basic patent No. 711,880, which fully protects our customers.

AD-EL-ITE was the pioneer in directing the public's attention to the great possibilities of PAINT AND VARNISH REMOVER as a labor and money saver.

All progressive painters admit the unquestionable superiority of AD-EL-ITE.

AD-EL-ITE PAINT AND VARNISH REMOVER is so thoroughly advertised that it sells itself.

Prices are strictly adhered to, which insures both dealer and jobber of a fair profit.

Why, then, waste time and money establishing a trade on infringing brands which the Court may decide almost any day cannot be legally marketed?

Write to-day for prices and other particulars showing why it pays to handle AD-EL-ITE.

Adams & Elting Co.

155 Washington Blvd., Chicago

247 Pearl Street, New York

WATSON, HALLETT & CO.

New England Distributors,

85-89 Oliver Street, Boston

Snow Flake Axle Grease

TRADE MARK

The Grease to Buy

The Grease to Sell

The Grease to Use


The Snow Flake Axle Grease Company

MANUFACTURERS

FITCHBURG, MASS.

YOU CAN'T OVER RECOMMEND

Iron Clad White Lead

It will stand up for any claim you
may see fit to make for it. Could
you ask more than this? 

ENTERPRISE PAINT MFG. CO., Chicago, U. S. A.

Established 1848

BRIGGS ROOF PAINTS

Are made from linseed oil and
will outwear the cheap kinds

Color Card and Prices on Application

JOHN BRIGGS & CO.
Boston, Mass.



BUTCHER'S Boston Polish

Is the best finish made for FLOORS,
Interior Woodwork and Furniture
Not brittle; will neither scratch
nor deface, like shellac or varnish.
Is not soft and sticky, like bees-
wax. Perfectly transparent, pre-
serving the natural color and beauty of the wood.
Without doubt the most economical and satisfac-
tory POLISH known for HARDWOOD FLOORS.

For Sale by Dealers in Paints, Hardware
and House-Furnishings.

Send for our FREE BOOKLET, telling of the many
advantages of BUTCHER'S BOSTON POLISH.

THE BUTCHER POLISH CO., 358 Atlantic Ave., Boston, Mass.

Our No. 3 Reviver Is a Superior Finish for
Kitchen and Piazza Floors.



Established 1850

Incorporated 1891

EVERYTHING IN BRUSHES

Gerts, Lumbard & Co., BRUSH MAKERS

208 and 210 Randolph Street, Chicago

All our best grades have our full firm name
stamped on them. This is our guarantee
for quality.

ASK YOUR JOBBER FOR THEM

If they haven't them, write us.



Backdoor Business Methods

and unfair competition can't win in the end. So don't be even an unwitting
accessory in selling an inferior oil made to imitate "3 in One" in every possible
way, style of carton, advertising, etc.

If you're uncertain about helping "3 in One" don't help the pirates.

"3 IN ONE"

will meet any honest competition in a fair, open fight and be happy with your
decision. But when underhanded methods are resorted to we want to warn
you that we can and will enforce our rights in the U. S. Courts—do you know
that the dealer who sells an infringing article is equally liable with the man
who makes it?

G. W. COLE COMPANY

141-145 BROADWAY,

NEW YORK CITY



"American Beauty"
Case No. 400.

LET US TELL YOU ABOUT OUR "AMERICAN BEAUTY" ALL GLASS CASE

Which Leading Hardware Stores are Adopting

Write for our Catalogue "A"

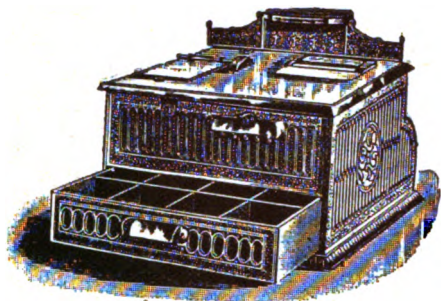
GRAND RAPIDS SHOW CASE COMPANY, - Grand Rapids, Michigan

New York Office, No. 740 Broadway, same floor as Frankel Display Fixture Co.

The Largest Show Case Plant in the World

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

THE SECURITY CASH RECORDERS



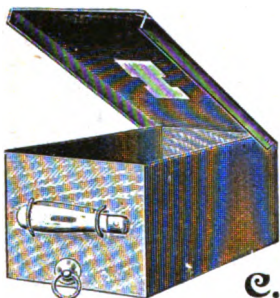
Create System, Hasten Success,
Guarantee Safety.

We manufacture 12 different styles

Illustrated catalogue sent on request

THE
HOUGH CASH RECORDER CO.
INDIAN ORCHARD, MASS., U.S.A.

FREE BOXING LESSONS



It sets them at work—(by "them" I mean your waiting customers)—sets them at work selling themselves several things in addition to the one they come after; that is the mission of

"PERFECT" SHELF BOX

It is a strong, light, handsome, inexpensive medium for the tempting display of one article on its outside, and for the perfect preservation of a lot of others inside of it.

"PERFECT" SHELF BOX

displaces on sight the common lidless collectors of dirt, dust and dampness, but to do this of course it must first be seen. A desire to see

"PERFECT" SHELF BOX

is greatly aggravated by the circular of it, to be had for the asking. Shall I mail you such an "aggravator"?

C. P. MOORE, RAVENSWOOD, W. VA.

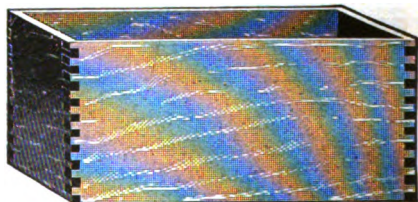
SHELF BOXES

TO ORDER

HENRY H. SHEIP MFG. CO.

Columbia Ave. and Randolph St., Philadelphia, Pa.

INTERCHANGEABLE LOCK-CORNER SHELF BOXES FOR THE HARDWARE TRADE.



THE A. H. GREEN CO.,
97-101 Warren St., NEW YORK.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS

NOISELESS.
CUSHION TIRE.

Best and Most Complete in the Market.
Write for Descriptive Circular and Prices.

MFRS.

Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World



Steel
Nickel Plated
Show Case
Brackets

NASHUA TILL CO.
MANUFACTURERS OF
Alarm Cash Drawers
Nashua, N. H., U. S. A.

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"STEP UP"



BE MODERN

Equip your Store with

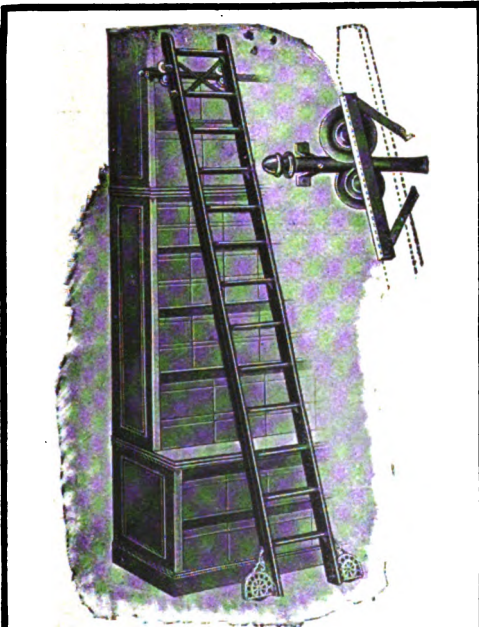
MILBRADT ROLLING STEP LADDERS

They cost but little and enable you to utilize space now vacant. Save your goods and fixtures. Save time and clerk hire. Add to the beauty of your Store. We make Ladders to Order and to fit any shelf arrangement.

MILBRADT MFG. Co.

1445 N. Eighth St.
St. Louis, Mo.

JOHN CALANDER,
St. Paul, Minn.



SEND FOR No. 22 CATALOGUE
Coburn Trolley Track Mfg. Co.
HOLYOKE, MASS.

WILEY'S WAXENE ANTISEPTIC AND GERM PROOF



BEST IN THE WORLD FOR

Kitchen Floors and all Hardwood Floors, Linoleums,
Oil Cloths and Furniture in Public Buildings,
Halls, Hospitals, Houses, Etc.

Waxene is to the woodwork of a house what stove polish is to the stove. If your varnished or shellacked surfaces are scratched or marred, Waxene will restore the surfaces. You can apply it yourself. Sold and used everywhere.

MANUFACTURED BY

I. H. WILEY WAXENE CO.
69 Sudbury Street, Boston, Mass., U. S. A

ROLLING STEP Ladders for Stores

No modern store is equipped up-to-date without the

BICYCLE STEP LADDERS

as part of its outfit.

We make Ladders to turn corners; to fit all kinds of uneven shelving; to work where floor is slanting; to fit any special requirements—and more Ladders than all other houses combined.

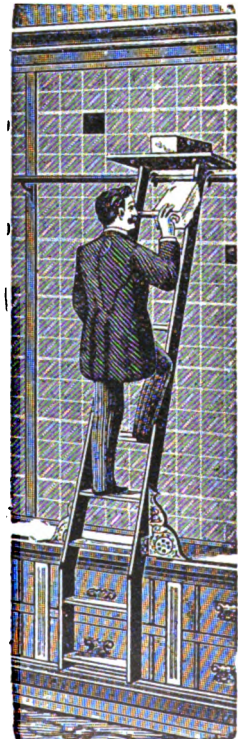
Ask about the new noiseless track.

CIRCULARS FOR THE ASKING

THE BICYCLE STEP LADDER CO.

65 Randolph Street
Chicago, Ill.

EASTERN AGENTS **H. N. YOUNGS, 145 W. 104th St., N.Y. City**



ELLERS METAL CEILINGS

LATEST AND BEST DESIGNS
EASY TO PUT ON. EASY TO SELL.
PRICES ALWAYS RIGHT.

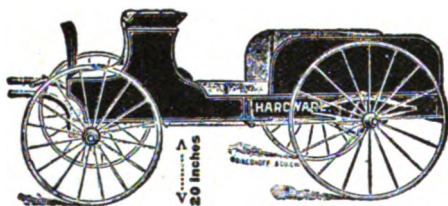
ELLERS ROOFING TIN
THE KIND THAT LASTS
SAMPLES AND PRICES ON APPLICATION.
THE ELLER MFG CO.
SUCCESSORS TO J. H. ELLER & CO.
CANTON OHIO

COKE AND CHARCOAL PLATES. SOLDER. HANGERS ETC.

EAVES TROUGH. CONDUCTOR PIPE. ROOFING. SIDING ETC.

CORNICE SKYLIGHTS

Up-to-Date Hardware Delivery Wagon

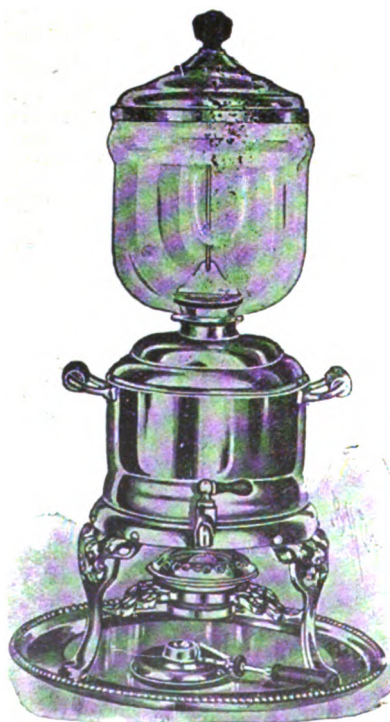


for progressive hardware dealers. Easy to load and light of draft. Built upon honor in the highest grade only.

Free Catalog upon Request.

Sycamore Wagon Works

109 EDWARD ST., SYCAMORE, ILL.



Ask Us

to send you our illustrated catalogue and give you prices.

WE MANUFACTURE

Chafing Dishes	Bathroom Fixtures
Table Kettles and Stands	Wine Coolers
Coffee Extractors	Water Coolers
Water Filters	Baking Dishes
Nursery Chests	Coal Vases and Hods
Crumb Trays and Scrapers	Candlesticks
Tea and Bar Urns	Cuspidors
	Match Safes
	5 o'Clock Teas, etc.

Presentable goods of standard quality.
We want your trade. *Write us now.*

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

Branch Offices:

18 Warren St., New York 352 Washington St., Boston
40 Dearborn St., Chicago 643 15th St., Oakland, Cal.
247 Coronado Building, Denver

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== BERGER'S ==

20th Century Corrugated Steel Pump!



Constructed of extra heavy annealed steel, corrugated, and heavily coated, with all seams reinforced; malleable iron fittings and cast iron cylinder.

It is one that will serve you in summer as well as in winter; one that does not impregnate the water with foul and poisonous matter.

If your nearest jobber cannot supply you with these Pumps, write us, and we will quote prices and full particulars.

Agents wanted everywhere.

The Berger Mfg. Co.,
CANTON, OHIO.

**PUT MONEY
IN YOUR
PURSE**

HANDLE

**BERGER'S
LANTERNS**

THE FAST SELLERS.

LARGEST VARIETY

BEST STYLES

LOWEST PRICES.

BERGER MANUFACTURING CO.

CANTON, OHIO

STEEL CEILINGS, IRON & STEEL ROOFINGS, TIN PLATE,
BLACK & GALVANIZED SHEETS, METAL FURNITURE ETC ETC

FRIEDLEY-VOSHARDT CO.

(Incorporated)

MANUFACTURERS OF

ARCHITECTURAL SHEET METAL,
ORNAMENTS, ART METAL CEILINGS,
FINIALS, CRESTING WEATHER VANES, GAL-
VANIZED STEEL TANKS FOR ALL PURPOSES.

WITH A FULL LINE OF

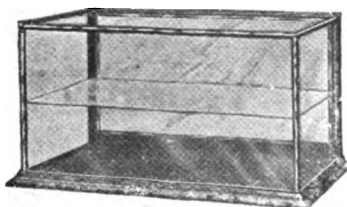
Sheet Metal Roofing, Conductor Pipe,
Eave Trough, Sheet Copper, etc.

SEND FOR CATALOGUE NO 17.

194-204 MATHER ST., CHICAGO, ILLS.



This case will sell CHRISTMAS NOVELTIES and \$6.50 buys it.



STYLE A.

Made in two sizes and styles.

Send for circular.

Style A is 26 inches long, 14 inches wide, 13 1/2 inches high, mirror door, glass shelf.

Finished oxidized copper or gun metal. Boxed f. o. b. Detroit. Send us your order early.

DETROIT SHOW CASE CO., 476-490 W. Fort St., Detroit, Mich.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

A PROFITABLE LINE

Lightning Rod Supplies

Copper Cable Tubing, Points, Etc.

All of best quality and purity guaranteed. Seamless Brass and Copper Tubing of small sizes and thin gauges.

ORDERS FILLED SAME DAY RECEIVED

I carry in stock a large supply of all the above. Order from me and avoid the delay caused by shipments from Mill, which is an advantage to you.

An up to date Hardware Dealer wanted in every town and city to handle these goods.

167 Lake St. A. C. DALLAS, Mfr. Chicago, V. S. A.

EVERYTHING FOR

AUTOMOBILE

Dealers and Owners.

BICYCLE

Dealers and Builders.

Our Catalog No. 43

Fully illustrates everything of merit, quality, novelty or necessity, in wide variety for the Automobile or Owner.

Bicycle Catalog No. 53

The most complete and carefully selected line of guaranteed Tires and Bicycles, and all standard up-to-date Supplies and Tools.

BED ROCK PRICES. PROMPT SHIPMENTS.

EXCELSIOR SUPPLY CO., CHICAGO, ILL.

ESTABLISHED 1876.

THE NAIAD FILTERS

It goes without saying that pure water is an imperative need—that few supplies are pure—that a filter that can be trusted to insure pure water would be a boon to the public and very profitable to the dealer. But physicians are saying that most domestic filters are a delusion and a snare—a distinct source of danger.

Moral: Don't buy a filter for yourself—don't undertake to sell filters, without investigating. Our Booklet on PURE WATER is an up-to-date discussion of the water problem, and affords much information regarding the different kinds of filters. Send for it.

Do you know that the Naiad Filters are new in principle, of moderate cost, and endorsed by expert Sanitarians wherever known? Write for Circulars, Prices, etc.

The Naiad Filter Co., 606 Sudbury Building, Boston, Mass.

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Our Big New Catalogue

Can be Seen at nearly Every Retail Jeweler's in New York City and Throughout the United States

This superb catalogue has for 84 years been the accepted leader of fashions and the standard authority in the New York market for reliable choice goods, latest styles and lowest prices in

Jewelry and Kindred Lines

It quotes only regular (list) prices, and it is the only complete work of its kind emanating from the great center of American industry and commerce. *It illustrates Attractive, Appropriate and Profitable*

Special "Side Lines" for Merchants

Gold and Silver Novelties, Toilet Goods, Smoking Sets, Shaving Sets, Fine Cut Glassware, Leather Goods, Oil Paintings, Fine China, Copper Goods, Manicure Sets, Opera and Field Glasses, Canes and Umbrellas, Pens, Pencils, Emblems, Badges, and Thousands of New, Novel and Useful Quick-selling Goods at Lowest New York Prices.

WE SEND THE BOOK FREE ON REQUEST

S. F. Myers Co

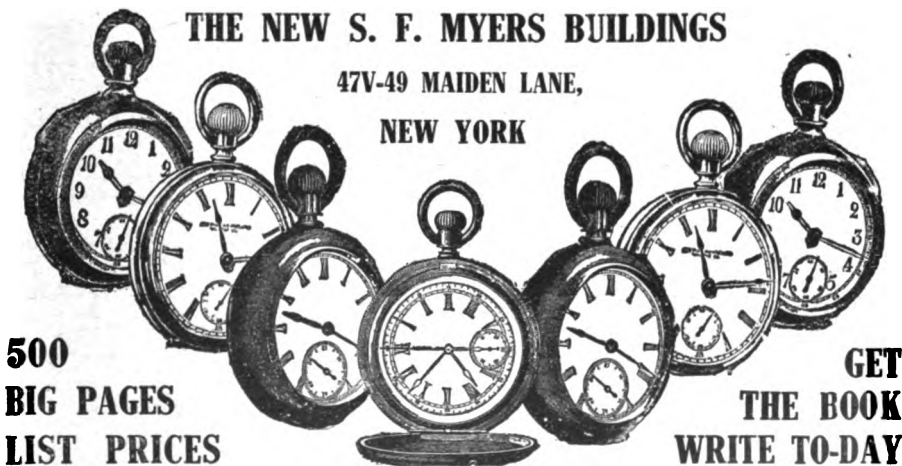
MANUFACTURERS, IMPORTERS, EXPORTERS, DIAMOND CUTTERS, AND WHOLESALE DEALERS IN

**Watches, Diamonds, Silverware, Clocks,
Musical Merchandise, Etc.**

THE NEW S. F. MYERS BUILDINGS

47V-49 MAIDEN LANE,

NEW YORK



**500
BIG PAGES
LIST PRICES**

**GET
THE BOOK
WRITE TO-DAY**

You Can
Do
More
Than



Bang it on a table, drop it, kick it—there will be no discharge, unless the trigger is pulled all the way back. That's where the Iver Johnson Safety Principle comes in and where the other "went-off-without-warning" revolvers fail. The

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HARDWARE DEALERS' MAGAZINE

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A YEAR

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A COPY.

WHOLE No. 155.

The Hardware trade of the United States, of Canada, and of all foreign countries intelligent enough to be called countries, began to sit up some years ago and take notice of an innovation. They saw upon the horizon the rising of a trade-journal luminary that while it strove for the Hardware trade was not wasting its light on any one else. A Hardware journal that devoted its reading pages, its advertising pages, its entire editorial and business energies, its whole soul and strength and power, to the advancement and improvement of the trade to which it was devoted. That wrote and published facts and theories and advice as to the making, the buying and the selling of the goods that find their outlet in a Hardware store. That had no time or space for interests and theories that did not touch this one. As a retailer recently wrote: "The **HARDWARE DEALERS' MAGAZINE** is unique, in that in its pages, month after month, I find not a line that is not devoted to the Hardware trade." This, of course, was not done accidentally, but with deliberation.

* * *

In Vol. 1, No. 1, of the **HARDWARE DEALERS' MAGAZINE** the above policy was explicitly announced, and the experience of many years has not suggested the wisdom of a change. The foundation principle upon which a publication devoted to a special trade ought to be conducted was announced in these words: "Everybody knows the story of the 'Down East Yankee' and his 'one idee,' and they will remember that his 'idee' proved successful. This magazine in some respects resembles the old story, for it is devoted to 'one idee.' To produce a magazine which shall be of interest and value to the twenty thousand (and more)

Hardware dealers in the United States. It is a large, influential and intelligent audience, and this 'one idee' is by no means a light task, but will require persistent and progressive effort."

* * *

"The Hardwareman," continued this initial announcement, "must from the necessities of his business be a person of broad intelligence and wide information, both as to the nature of his goods and their uses. To acceptably serve such a constituency is the single purpose of this publication."

* * *

The Hardware Trade. That was the theme, and the one theme in the beginning. That is the theme and the one theme to-day. The subject is deep enough and wide enough, and of enough vital interest to keep one publication busy without excursions into other unrelated realms. The trouble is not to find enough Hardware topics to talk about, not to find things to say about the business, but to find space in which they may be said.

* * *

The Hardware dealers of the United States are apparently preparing for an immense holiday trade, if the reports from jobbers, found elsewhere in this issue, indicate anything. The tendency in this country each year, more and more, is to spend money for the celebration of what has become the world-wide holiday season, and the retail merchants who are not busy during the last half of November and all of December have simply missed an opportunity by not having the goods on hand that the people desire.

* * *

For years we have regarded it as one part of our mission to reiterate to the retail Hard-

ware dealer the fact that it is the height of foolishness for him to permit his customers to pass him by and hunt up a department store, the dry goods store, or the drug store for goods that he ought to have in stock. If there is a thing in an ordinary Hardware stock that one person—man, woman or child—could in the generosity of the Christmas season be persuaded to buy for a present to some one else, that article ought to be exhibited in the store window and made a most important permanent feature of the front of the store, and the real bid for patronage is only made when the price is marked upon the same.

* * *

The jobbers whose reports are referred to above bear testimony to the fact that the retail Hardware dealer is much inclined to add novelties in a broad-minded manner, and does not hesitate to invest his capital in new articles when he can be persuaded that there is a possibility of their sale. This is an encouraging feature, indicative of the fact that the retail Hardwareman is inclined to come into his own and to reach out for and hold on to all of the trade that legitimately belongs to him.

* * *

The two conventions that recently concluded their labors at Atlantic City were perhaps more prolific in direct business results than any that have been held heretofore. The committees on resolutions had been very busy during the two months preceding these meetings in mapping out lines of business to be pursued, and there was more practical result in the sessions, with less of debate and fewer set papers than in any year heretofore. The members of these two great lines, the Hardware manufacturers and the jobbers, are beginning to realize that a most powerful influence in national and State affairs can be exerted when they pull together, and some results of importance may be looked for because of the conferences held by these two important organizations.

* * *

The last vestige of misunderstanding between the manufacturers and jobbers seemed to have been removed, and each side worked for the good of the other while working for itself. The representatives of the retailers who were present were very warm in their expressions of friendship toward both organizations, and these fervent wishes of good-will were heartily returned. Taken all in all, the results of these gatherings cannot be anything except the advancement of the interests of all classes of Hardwaremen, and the further cementing of the friendly good-will which exists among them.

A leading Hardwareman who has been spending some time in Europe during the past summer reports that it was a remarkable thing to note the interest with which the people in Europe who buy Hardware to sell again desire to place themselves in communication with the American manufacturers direct, for the purpose of learning all they possibly could about the making, prices and character of American Hardware. This gentleman took occasion to tell every one with whom he came in contact that the manufacturers of America would be only too glad to hear from them and forward any information in their power.

A Trade-Winning Method

There is a Hardware merchant who sells sewing machines who recently secured for himself considerable valuable information that cannot fail to be of special use in his trade.

While a fair was being held in his neighborhood he advertised that he would give away a sewing machine worth \$25, the conditions being as follows: Each woman who applied was furnished with a blank, which was filled out and signed, giving her name and address. Upon this blank were several questions as to whether or not she owned a sewing machine; what make it was; how long she had had it; did it need repairs; did she expect to get a new one, and did she know of any one who needed a new machine?

A number was placed upon each of these sheets, and when the fair was over they were folded and placed in a box in a mixed condition. A child drew one of these sheets, and the lady whose name was on it received the machine.

It need hardly be added that the merchant immediately sent his salesmen out, hot-footed, after the women who intimated that they might desire a new machine, and after the other women whose names appeared upon these lists.

Stealing a Good Name

The makers of Sheffield cutlery are very much wrought up over the fact that German, Canadian and other manufacturers have fallen into the habit of marking their goods as "Made in Sheffield." The leading cutlery makers of that great center of industry are busily engaged in considering some method to be adopted for the prevention of what they regard as a grievous burden and as an unfair and under-handed attack upon the reputation and the good name which they have for many generations been engaged in building up.

JOBBER BUSY AND SATISFIED

THE LETTERS THAT FOLLOW PROVE THE TRUTH OF THE ABOVE ASSERTIONS—FINE CROPS ALL OVER THE COUNTRY ARE BRINGING GOOD PRICES—THE OUTLOOK FOR THE FALL AND WINTER TRADE—COMMENTS ON THE HOLIDAY BUYING AND SELLING OF GOODS—RETAILERS AND THEIR OPPORTUNITIES.

The reports from jobbing Hardware centers are still good. In the main the merchants are looking for a bang-up close to 1906 and a good promise for 1907. The comments on the situation found below are interesting, as are also the sentiments of the jobbers on holiday goods and holiday trade:

Rochester, N. Y.

Matthews & Boucher: At present trade conditions are as active as we could desire, and we can see nothing likely to change conditions for the next few months. It must be said, however, that while trade is very active, collections are very slow, which would indicate that the trade are buying all they can reasonably handle.

We believe there will be a good holiday trade. The people at large have money to buy with, and will no doubt expend it on holiday purchases.

So far as we can see, the retail merchant is adding to his lines whenever he is in position to do the business, and has the room and capital to warrant such additions. In our opinion it is a time for conservative action in reference to stocks. We do not believe the trade generally should be extended beyond its capacity to handle business with ease and profit.

Staunton, Va.

Worthington Hardware Co.: We think the prospects for fall and winter trade are very bright. The two Virginias are certainly in a most prosperous condition, and the retailers, including the country stores, are handling more novelties than ever before.

Reading, Pa.

Stichter Hardware Co.: The prospects for fall and winter are very encouraging. Our salesmen report that the merchants in the country districts are happy on account of the large crop which has just been harvested. The cold weather we are having is doing us a great deal of good and hastening our sale of oil heaters and all seasonable goods.

We do a very slow business in holiday goods, our line being confined to carving knives and forks, skates, pocket knives, and plated ware, in which we are preparing to do

a large increasing business over former years, as we are confident that the better class of goods will do this. And, we know the merchants in the country districts are preparing the same way.

We do not see anything to interfere with the business at the present time, as this section of the country has never been more prosperous.

Toledo, O.

Bostwick-Braun Co.: Trade prospects for fall and winter were never brighter than they are at the present time. We believe the consuming trade are prosperous, have money with which they can buy holiday presents; consequently, the retailer is bound to have a good holiday trade. We find a good many retailers have placed orders covering holiday goods, feeling sure that they would have a good, active business. We look for November and December to exceed any November and December we have previously known of.

Pittsburg, Pa.

Logan-Gregg Hardware Co.: Business is upon the top of the wave of prosperity at present and another year of bounteous crops just gathered assures at least six months more of rushing times in all lines.

Pittsburg manufacturers are crowded with orders and some lines are pretty well sold for their output in 1907. Notwithstanding the enormous demand, only conservative advances in prices have been made. Copper and goods made of copper are an exception, as these goods have advanced heavily owing to increased consumption, which present mining developments can hardly supply. Compared with prices of 1894 to 1897, there has been a general advance, but it is conceded that those were abnormal years of low prices. Present prices compare with those of 1890. How long the country can stand the present pace is what conservative men are wondering. Development in railroads and other large projects is using enormous amounts of capital, and so long as money is to be had at anything like reasonable rates, will continue.

Locally, retailers are losing some business on account of strikes among building trades, but through the farming and manufacturing

and coal and coke districts retailers are doing well. There is plenty of work for all at good wages and no man able to work need be idle. Under these conditions, there is good business for the retailer, as the people have money to spend for both necessities and luxuries, and the retailer who is wideawake is sure to get his share.

Cleveland, O.

Geo. Worthington Co.: The trade prospects for fall and winter, it seems to us, were never better. The farmers throughout the territory which we cover were never more prosperous. Reports coming to us from our salesmen state that the retail merchants are prosperous, and have been. The early cold weather that we have had has set in motion the trade on seasonable goods, so that all in all we are looking for a splendid trade during the fall and winter months.

The departments embracing lines of goods sold during the holiday season have never enjoyed a more prosperous business. Indeed, the same conditions which would tend to make a good holiday trade are outlined in a statement which we made with reference to the prospects for fall and winter business.

We have added quite a number of new lines of what were a year or two ago novelties, but are now becoming staples. These are taken readily by the trade, and we have second and third orders for these goods which would indicate that they will not only sell at the holiday time, but are meeting with ready sale now. We are having more or less trouble in getting sufficient supply of goods. The manufacturers seem to be crowded with orders. We have to anticipate our wants some time in advance, but they seem unable to keep our stocks complete.

Indianapolis, Ind.

Vonnegut Hardware Co.: It gives us pleasure to report that the Hardware trade is no exception to the general rule in this city. Every merchant is very busy and expectant of a very satisfactory holiday trade.

No doubt the usual extravagance will prevail, and large amounts will be spent for useless gifts. It lies with every individual merchant to take advantage of his opportunities to the extent of his being conservative or liberal in handling what might be claimed generally as trash. There is certainly a large demand for it, but it has no place in the strictly high-class Hardware store.

We shall prepare, as usual, to display such goods of our regular line as will appear attractive to the seeker of useful and sensible holiday presents and feel assured that we will find buyers for same.

Omaha, Neb.

Lee-Glass-Andreesen Hardware Co.: We do not find it necessary to prospect on fall business, for it is upon us in such an increasing volume that it is becoming a serious question of getting the goods to take care of the fall orders already entered for immediate shipment.

Business for the past month has been unprecedented in this locality and the winter outlook is more than we could ask for. The coming holiday trade is very free, and anticipating itself, owing to the very liberal datings made on such grounds to the retailer and quantities being bought far in excess of any previous season.

The writer had occasion, a few days ago, to visit a large store in one of our rural districts, and the proprietor in showing a special table for novelties, offered the information that he was sending in a mail order for his second supply, supposing that he had plenty in his original order to carry him through the holiday trade. This seems to be showing a decided buying propensity among the dear people, that is going to tax our local dealers to supply.

Retailers are showing a disposition to enlarge their lines beyond any previous years. This is accounted for from the fact that we have from 45 bushels to 50 bushels of wheat to the acre, and no uncommon thing to find 75 bushels of corn to the acre, and with an unusual potato crop that runs as high as 300 bushels to the acre. But what politicians have failed to deliver in this locality, the good Lord has been kind enough to make up the deficiency.

The Union Pacific Railroad Co., known as one of the Harriman lines, has just closed contract for ground in the center of the city on which to build one of the finest office buildings known to the Harriman system, and with other stupendous buildings in course of construction in our city, with corresponding degree of building in country districts, constitutes an era of prosperity in this locality that cannot be surpassed anywhere.

Grand Rapids, Mich.

Clark-Rutka-Weaver Co.: We are very glad indeed to be able to say that we believe the trade prospects in this territory for fall and winter are better than they have been.

Crops have been abundant, both in fruit and cereals. Prices are very fair, and when the farmers get ready to move their crops to market, a great deal of money will come into their hands, which naturally will find its way into the hands of the merchants first and the manufacturers ultimately.

We believe that the coming holiday trade will be larger than any we have had in many years. The laboring people are all employed at fair wages, and the country generally is very prosperous. Everybody will be making Christmas presents, and we believe that a better class of goods will be sold during the holidays than usual.

A good many novelties are being introduced, and pretty generally the dealers are well disposed towards them, and it is the general opinion that they will move freely from the dealers' hands.

We believe the country can afford to celebrate the coming holidays in good shape. We think it can be done without hardship to any one. Retailers generally are disposed to add new lines, especially if it is something novel and useful. We feel that we are selling a higher class of goods of all kinds, not only in the general line of Hardware, but in novelties, than we ever did in any year since we have been in business. The outlook in general, therefore, can be considered as very bright and satisfactory.

St. Louis, Mo.

Beck & Corbitt Iron Co.: In speaking about conditions so far as the consumer is concerned, with whom we do most of our business, there never has been such a demand for all kinds of material as there is at the present time. It is not a question of price; it is a question of getting the goods and getting them quickly.

The conditions, as they appear to us, are that there will be no let up between now and July 1, if at that time.

Denver, Colo.

Dillon Hardware Co.: Business this fall has been good, fully up to any previous period. The indications are equally promising for winter and spring trade. The worst feature we have to contend with is getting the goods to fill the demand.

The slowness of the manufacturers is more largely due to curtailment of supply on their part, than to any unprecedented demand, probably for the purpose of upholding prices. This at least applies to many lines of goods. Some it does not, but in any event, it is a handicap on our doing as great a volume of business than if otherwise.

It is beyond the possibility of good reasoning or sound judgment for us to anticipate our requirements for more than a reasonable time in advance; too many chances to be taken. Probably an equally aggravating feature is the slowness and growing carelessness on the part of the transportation companies

in the carrying of freight; sooner or later (the sooner the better), it must be the basis of corrective legislation covering the iniquity. Merchandise that should be delivered by them in reasonably nine days, is allowed to come along in eighteen or twenty days, and then with a "what are you going to do about it" treatment when interrogated. While the present basis of the law of damages is maintained, which is unquestionably narrow and wrong, we can't do anything.

We oftentimes suffer a few hundred dollars damages, but it has to be admitted that you can't profitably collect it.

A recent instance is on June 19. We had a shipment properly billed to St. Louis from Muncie, Ind., and it eventually turned up at Seattle, Wash.; before we got it in Denver, just three months was consumed. Were we damaged? I guess yes; but can we recover? No!

As to demand for holiday goods, appearances indicate general prosperity with much spending propensity.

Pine Bluff, Ark.

Fox Bros. Hardware Co.: On account of adverse crop conditions caused by high water in 1904, and the unprecedented rainfall in 1905, merchants in this section of Arkansas have been very conservative in their buying up to August of this year. At this time the dealers could be reasonably sure that there was going to be a good crop of corn, and they immediately loosened up and began to buy goods that they had been doing without for the past two years. Our trade for sixty days on cutlery and shelf Hardware has been better than for double the same period any time within the past year. Our cotton is bringing from ten to fifteen cents, according to grade and staple, which will enable the planter to pay his debts and some of them have money left. This ought to insure a good business on holiday lines of goods.

It is refreshing to our merchants not to have the demands confined to staples, which bear such a small percentage of profit. We believe that collections should be looked after carefully, and still reasonably conservative buying is the healthier side of the question, but on the wind-up of the season, we believe that both the retail and jobbing merchants will feel good over the outcome.

Salt Lake City, Utah

Salt Lake Hardware Co.: We are pleased to report that trade conditions in general throughout our territory are in a prosperous condition, and we see no reason why the pre-

vailing good times should not continue into the coming year.

The demand for labor in all lines is greater than the supply, and with the amount of railroad construction, government reclamation work, and great activity in mining, the demand for supplies of all kinds should continue for some time to come.

The crops throughout the farming districts have been unusually heavy, and taking everything into consideration, the prospects for continued prosperity are quite promising.

St. Paul, Minn.

Hackett, Walther, Gates Hardware Co.: Fall trade is with us in no uncertain manner. All dealers are busy and anticipating a very large fall and winter business, and they should get it, because our territory has a larger than average crop and very fair prices.

We look at the situation as very favorable for an extraordinary large business up to the holidays, and with the lines we now sell in the way of a large assortment of sterling silver and plated hollow and flat ware, cut glass and a large assortment of fancy ware, which we introduced to the Hardware trade several years ago, we think the prospects are very good. We find that the retail Hardwareman is readily taking to these new lines and having very good success in disposing of them. Of course, there do exist some old-fashioned Hardware dealers who do not take kindly to this new departure, but they are few and do not do much business anyway. The up-to-date man falls into line readily and succeeds in drawing trade on other lines by adding the new goods. The country trade is steadily calling for better and more expensive goods, because they surely are showing the prosperity to the fullest extent.

With an advancing market, such as we now have, it's very easy to sell goods, as every one knows the conditions, and we advise strongly to carry a very large stock, as every indication points to higher rather than lower prices. Everybody is or should be happy, as labor is well paid and plenty to do, so the merchants prosper with all others.

Farwell, Ozmun, Kirk & Co.: The general conditions of trade in the Northwest are good. Crops are fair, and are well distributed, and there are but few lean spots. This makes a much better condition than there would be with even a larger crop more unevenly distributed.

The size of the crops, especially of wheat, has been somewhat overestimated, but it is a fair crop and the country will be in good shape

if the weather is favorable for finishing threshing, which will require several weeks.

The volume of trade is large and the fall business may be expected to come out satisfactorily. The greatest drawback is the difficulty in getting goods, both in prompt shipments from the factories and especially in having reasonable deliveries by the railroads. There has never been so much difficulty as now exists in having railroad service, and it cannot be expected to improve largely for the balance of the year. This entails much trouble and loss both to the wholesale and retail trade.

It is always very desirable to see a firm market. No doubt now exists of this being true of Hardware products for a considerable time ahead.

The only fear is that the tendency may be too strong toward considerable advances in prices. Wages are undoubtedly getting too high to stay, and the scale of living is rising. There is great danger of the time coming when building and other enterprises will be checked to more or less extent by too high prices.

Moderate advances in some lines may be necessary, but all such advances should be carefully guarded and any advance that cannot easily be held for a reasonable time, or that would check consumption to any considerable extent, should not be entertained for a moment.

We are now enjoying a period of great and general prosperity, and if good business sagacity and prudent counsels prevail, these conditions may be reasonably expected to continue for some time.

Boston, Mass.

Dana Hardware Co.: Trade conditions were never more flattering, and show a phenomenal increase over last year, with every prospect of extending over the fall and winter months. Our line of holiday goods is confined to sleds, skates and cutlery department specialties, and on these we make a special effort during the holiday season, but we add no new lines. We think that in the majority of cases our retail friends govern themselves along the same lines, the department stores gathering in the larger part of the holiday business, and the present prosperous times should be a harvest for these people.

Sherman, Tex.

Roberts, Sanford & Taylor Co.: Fall trade in north Texas this year will be late, on account of the lateness of the cotton crop. This

crop is not an average crop by any means, but still with pretty, open weather for the next thirty days, a great deal of cotton will be made and the trade will be in proportion to the cotton crop. We think the late fall trade will be good.

We pay very little attention to the holiday trade, as we do not handle holiday goods, but we presume the trade in those lines will be good, because the people in Texas have as great a weakness for Christmas as our friends in the north have for the Fourth of July, and cotton or no cotton, every fellow turns himself loose and buys something for his best girl, and every little girl has a new doll, and every boy a little red wagon.

As to whether our people will be able to blow themselves on holiday presents is one proposition, and whether they will do so is another. From our experience of twenty-two years in this country we are inclined to think that they will.

Wilmington, N. C.

N. Jacobi Hardware Co.: Trade prospects for fall and winter in our section seem to be good. Although crops are not up to the average, and in some of the neighboring counties are exceptionally poor, still our people are in a more prosperous condition than they have ever been, and we feel that they are prepared and are beginning to enjoy some of the luxuries of life, heretofore unknown to the masses.

This necessarily creates a demand for a number of new articles, also a higher grade of goods than was formerly handled in our section.

We find that our people are willing to pay fair prices for goods of merit and quality.

Knoxville, Tenn.

W. W. Woodruff Hardware Co.: We are glad to tell you that the prospects were never better in this section for a heavy holiday trade. The Hardware dealer in this section is becoming more and more a factor in the sale of holiday goods and holiday presents. We believe in this section for October, November and December it will far surpass anything we have ever seen before.

We had considerable rainy weather in September and early frost last week. These will hurt the crops to a small extent, but not enough to seriously affect trade conditions.

Tampa, Fla.

Knight & Wall Co.: Prospects for business in this section were never finer. The settlement of the troubles in Cuba to the extent of restoring peace, has been of great advantage

to us, as it insures our cigar factories being able to obtain a good supply of tobacco. Other interests, such as turpentine, phosphates and lumber, are also doing well, all causing this section of Florida to prosper.

Manchester, N. H.

Manchester Hardware Co.: We have the good trade prospect to the end of this year that characterized the early part, and think that the holiday trade will keep up the record of past seasons. We believe it is conceded that the people enter more and more every year into buying gifts for friends, and one wonders at the growth of this custom and to what proportion it will arrive.

The good retailer is alive to this condition and will prepare to have such goods as he is interested in in good supply and attractively displayed. Nothing seems to be out of the Hardware line nowadays.

Thanks be, we are able to sell something at a profit. If we should confine ourselves to builders' Hardware and mill supplies, we could not buy holiday gifts for our friends. The savings bank deposits in this State have increased millions of dollars the last few years. This shows that everybody is employed at fair wages that desires to work.

Portland, Ore.

Falling, Haines & McCalman: The present condition of trade in the Hardware business is exceptionally good. Crops in this section of the country have been, with the exception of one or two small districts, first-class, and the fall trade is opening up in better shape than ever before. We find the trade clamoring for deliveries, and inasmuch as the jobbers cannot secure deliveries from the factories, the retailers are forced to wait until the factories can make shipment.

Holiday trade promises to be exceptionally good, and many of the merchants have ordered so far ahead that their holiday goods are now beginning to come in. Altogether, we believe that Oregon and the Pacific Coast are in line for the best year in our history.

Coupons In the Trade

In Australia, among the Hardware dealers, the coupon system has been scotched if not killed. A new scheme, however, has been brought forward under which a customer presenting a certain number of coupons given with their products will be entitled to one full share certificate in their profit-sharing scheme. This seems not to be an infringement of the law, although the Victorian cabinet has decided to so amend the law as to abolish it.

Will Increase Exports

The export of American Hardware ought to be somewhat advanced because of the new reciprocity agreement with Bulgaria which went into effect on Sept. 30, and that is expected to lead to a considerable increase in trade with that country. In return for the concessions of the Dingley act, Bulgaria gives the United States "most-favored-nation" treatment "both now and hereafter."

In other words, the United States will continue to receive under this arrangement whatever concessions Bulgaria may grant to other nations. Bulgaria is under the nominal suzerainty of Turkey, but is practically independent and has the right to conclude commercial arrangements with other countries. Her new tariff went into effect last January, and under it the United Kingdom, Germany, France, Italy, and Servia already enjoy most-favored-nation treatment. It contains 562 enumerated articles, about one-third of which are in the conventionalist list. The remainder are subject to higher duty, so that in the majority of the schedules the nations all stand upon an equality of competition.

Against American Hardware

Wingate & Co., who are wholesale and retail Hardware dealers in New Zealand, state that the inroads of American and German manufacturers have been causing the Australian dealers anxiety for several years past. They have satisfied themselves that the real reason why American Hardware is steadily ousting the British in the Australian markets is the question of prices caused by the iniquitous system of dumping. They say further: "From careful inquiries made in the United States of America, we find that Hardware realizes there fully 70 to 100 per cent. more than export prices, and the American consumer has to pay to make up for the loss on surplus goods dumped on to the outside world. The remedy is rather a complex problem. We are afraid the only certain cure is a rigorous policy of preferential customs tariffs throughout the British Empire. In New Zealand we have already done a little in this direction, but so far only the fringe of the subject has been touched, and that in a tinkering, half-hearted way. What is required is a heavy preferential tariff in favor of goods manufactured within the Empire, to include a substantial reduction of existing duties. This object is rendered doubly difficult of achievement in New Zealand, owing to the balance of power in the hands of the laboring classes. This class of the community always views with alarm anything in the

shape of free trade, as they maintain that our manufacturing industries would be ruined thereby."

In Australia the Federal Parliament has decreed an increase in the duty on complete harvesters from 12½ to 25 per cent. with increases on other classes of agricultural implements and machinery.

American Goods or the German

An Englishman, who has been looking over the trade of Venezuela, with especial reference to manufactures of Hardware, is not encouraged by the situation. He says that in this line, in which England for so long held the first place, an unsatisfactory state of things must be reported. Where all was once British make now American and German manufactures meet the eye. Various causes are stated to have contributed toward this result, among the most potent being the efforts made by foreign rivals to obtain the market hitherto enjoyed by British goods, and, by imitation and underselling, to beat them on their own ground. He adds: "To give a few instances, I was lately shown a plane of German manufacture which was for sale at some 20 cents less than one from the United Kingdom, whence articles of this description formerly came. Save as regards quality, it was an almost perfect imitation, even to the rounding of the corners and the finish of the wood. I saw a box of chisels from Germany showing a label printed in English, and a 'line' of machetes or native cutlasses (an article of indispensable use for all purposes in the country) which bore a trade-mark so nearly similar to that used by the great British maker as might well cause confusion between them."

No Metric System

While the proposal to adopt the metric system in this country has received scant consideration at the hands of the American Congress, it seems to be still a matter of discussion in England. There has recently been formed a British Weights and Measures Association which has inaugurated an era of active opposition. It has issued a report which is described as quite a little arsenal of powder and shot against those who favor the system. It declares that the opposition to this system is much stronger in America than in Great Britain, and further affirms its belief that as education on the subject advances and people are shown the difference between the decimal system and the metric system, the one-time supporters of the meter are becoming its strongest opponents.

THE MAKERS REVIEW THE MARKET

VOICES FROM THE INNER SANCTUMS OF HARDWARE FACTORY BUSINESS OFFICES—HOW THE
MARKETS, PRICES AND PROSPECTS ARE VIEWED BY MEN OF PRACTICAL KNOW-
LEDGE—THE METHODS OF DISPOSING OF GOODS AND HOW THEY MIGHT
BE IMPROVED—COST AND MARGIN OF PROFIT.

THE CORDAGE TRADE.

From a Manufacturer: "The market for our goods seems fairly steady, as there is a large demand as well as a large supply, and the prospects are that this will continue for some months more. There is the usual amount of friction between manufacturer, jobber and dealer as to methods of distribution, but nothing more serious than usual. The cost of all manufactured goods both in supplies and labor is far higher than ever before, and the margins, even at present high prices, are very close. We are believers in the advantage accruing to the manufacturer, dealer and consumer in handling the best grade of goods. The price is becoming less and less the principal factor in the sale of goods. Not only the best dealers, but also the most successful, jobbers, are handling the better grades. There is a greater profit in handling such goods and much more economy to the consumer. We believe you cannot do any more good in any one direction than by preaching this doctrine."

TWINES AND CORDAGE.

From a Manufacturer: "About the market, prices of goods in our line, etc., this is a simple matter. The matter is active; prices are firm; the demand is a little ahead of the supply. There is nothing wrong in connection with the marketing of our goods, nor do we see how it could be improved except by increasing the supply of phosphorus in the brains of our salesmen. Prices are high—they are going to be higher. Kickers, pessimists, Socialists and Hearstites had better get off the track, otherwise they might as well order their gravestones now before prices are again advanced."

AGRICULTURAL IMPLEMENTS.

From a Manufacturer: "The outlook for agricultural implements in general for next season is first-class. We have not advanced prices, although the present cost of materials would warrant some advance, and the tendency for materials is upward; the farming community have had good crops and good prices for several years past, are in good shape financially, and, having money, will buy freely and more largely of high-grade goods than ever before. This feeling is reflected in the trade, as is shown by contracts we have already booked for next season, these being

larger than ever before in our history, although the orders last year at this season were very large. While we are not looking for any boom and don't want it, conditions seem to indicate a large trade for next season and a healthy one, not only in this country, but in most of our foreign markets."

SAME OLD TROUBLE.

From a Manufacturer: "Judging from the orders we are receiving, there is nothing wrong in connection with the marketing of our goods, except the same old complaint which has been in existence for many years, viz., that the trade put off ordering their goods until the very last minute and then expect factories to fill orders immediately. No matter how hard a factory may try to give satisfaction to their customers, when the season is at its height it is impossible to ship goods that they have *not* in stock and have to be made up on the same day the order is received, but we suppose that this complaint is not only in vogue at the present time, but will exist forever. The buyer always feels in the dull season of the year that he will take his chances of getting goods when he is inclined to place his order, and some time, if not very frequently, he gets badly left."

HARDWARE SPECIALTIES.

From a Manufacturer: "In reference to markets and prices on our line, there is nothing particular the matter, and from our standpoint orders are pouring in to us in great volumes, so that notwithstanding we have recently added to our buildings and equipment, to practically double our output, we are still far behind with our orders in many lines; notwithstanding the fact that we are running our plant to its fullest capacity, and in many of our lines we have been compelled to make advances in prices to keep pace with the increased cost of raw material, though at the same time on some other items that we make, the compensation is very close and prices are down nearly to the cost level.

"We have our requirements well covered for material for the next six months, and are having no trouble in getting satisfactory services."

TOOLS AND LIGHT MACHINERY.

From a Manufacturer: "You ask for the truth; it appears to be pretty well exposed

already. When manufacturers and dealers have more orders booked than they can take care of comfortably, then there seems to be nothing radically wrong in marketing of goods. So far as our own line is concerned, prices are likely to remain as they are. We think best to let fairly good alone and saw wood."

THE GRAPHITE TRADE.

From a Manufacturer: "We know of no disorder in the market that takes our goods and no trouble with the prices. As far as lead pencils are particularly concerned, no one has any right to criticize the prices, the fact being that they are already too cheap. Everything in the price of making pencils has gone up, but we have not thought it proper yet to change the selling price, so while we are not making so much money, we have the satisfaction of pleasing the customers, because while everything else is up and a good deal of stuff is largely up, and while our cost of production is up, the selling price has not gone up. It is chiefly so, also, with regard to our other goods. We think that our company, with its line of graphite products, is giving the world full value of the money they pay us. We have never tried so hard, as during this year, to make good goods. We avail ourselves of every bit of inspiration and knowledge that we can get, and if it is in the stuff to come out better, we see to it that it does come out better. Never before have we sold as many goods of all kinds, and never before have we been so well satisfied with our general reputation in the market, and as above stated, we run it on this line, and are not raising prices."

THE FISHING TACKLE TRADE.

From a Manufacturer: "The season of 1906 has proven to be the best fishing tackle year in the history of the business. The demand for all grades of tackle has been unusually large, caused by the fact that more people have been interested in all outdoor sports, and especially in fishing. Manufacturers to-day probably have less stock on hand than at this time in any former year. Jobbers and retailers are more completely sold out than usual, there having been an active demand through the summer and into the fall. In reference to prices would say that because of the advance in price on raw silk, it has been necessary to advance price on all medium-grade silk lines. The advance in price of brass has also affected somewhat the cost of fishing rods, although very slight advances, if any, have been made by the manufacturers. The silkworm gut has advanced from 33% to 50 per cent., and this has

affected the price of leaders and snelled hooks. The manufacturers have on their books to-day more orders for future delivery than ever before at November 1. Nineteen hundred and six was a fishing tackle year; 1907 will probably be a greater."

IRON AND WIRE FENCES.

From a Manufacturer: "We are pleased to give you the condition of the market in our line of goods. In this connection we are pleased to say that it has been a most satisfactory year as to the amount of sales, but the general conditions of the fence market are not good, owing to the methods employed by manufacturers. In every other line of the iron industry prices have been going up in accordance with the price of the raw material, but in our lines quotations have been held at the old prices by irresponsible manufacturers, who seem to be in business for their health.

"It seems that the fence industry could be handled more in the line of other iron manufactures, and that the goods could be sold at a price more in proportion to the weight of the metal used. At the present time a good heavy fence is selling for about 3 cents per pound. You can readily see at the price of raw material this does not leave much of a margin to cover the labor cost in construction and the non-productive labor in the selling of the goods.

"The whole difficulty lies in the fact that two or three concerns make a very cheap, poorly constructed fence of under-sized material at an exceedingly low price. We find that most of the manufacturers are now calling 7/16-inch iron 1/2-inch, and other sizes in proportion. In this way a man ordering a fence with 1/2-inch square picket in reality only gets 7/16-inch iron, the goods really being misrepresented to him. Responsible manufacturers and those who are in the business to keep the market in a good condition give actual sizes of material and specify everything that goes in the fence.

"It is too bad that manufacturers do not realize the condition of affairs and get together on this matter. The market is in a fine condition and people are buying more fence now than ever before, and in many sections of the country are willing to pay a good price for a good article.

"The hardware dealers can be a great help in this matter if they will protect the manufacturer, who gives them honest goods, and help him to maintain prices. Instead of this, however, they are patronizing the other houses, who make it a point to go in under the dealer wherever it is possible and sell direct at wholesale prices. We believe a word

from your magazine along this line would have a tendency to strengthen the market and show the Hardware dealer wherein he can help the legitimate manufacturer and at the same time increase his own profit."

From a Manufacturer: "The question of the general situation of field fencing is not one that we can throw much light on. The largest interest control the price of wire and fences, being the largest makers of both. They see to it that the margin between the two products for making wire into fence is small enough, so there is not any danger of the small manufacturers getting enormously rich right away. Prices are going to stay where they are, with slight changes for the next nine months. This has been decreed by the interests who are always able to deliver the goods. The above would indicate conditions rather adverse, but do not think the statement exaggerated. It is true, however, that the fence business seems to offer as good inducements as many other lines. Believe there has been as few failures with fence manufacturers as most any other line."

SPORTING GOODS.

From a Manufacturer: "The sporting goods business has been good with us, as well as all the manufacturers we know of for the past twelve months. The baseball business was exceptionally good, and the prospects are good for next season. The fall line is not so desirable, on account of the agitation in regard to the game of football. However, we think by another year matters will get settled, so that we shall have our usual amount of business on that line.

"The advance in raw material, such as leather and cotton goods, has necessitated all manufacturers making an increase in prices, although they could not do so to the extent of the advance in raw material. At the advanced prices we are selling our spring line satisfactorily.

"We would make a suggestion that some time in the near future you send a card out to the Hardware dealers asking whether they handle sporting goods or not, the same as you did in the past. Of course, the number of Hardware people who are taking up the line of sporting goods is increasing very fast, as they have found out they can handle them to a good profit in connection with their other line, and it comes in sometimes in a dull season."

QUALITY, FIRST AND LAST.

From a Manufacturer: "We have no complaint whatever to make regarding the marketing of the goods in our line, for we

find that a good article always has a market.

"We might suggest, however, that the jobbing trade is, in our opinion, the very poorest medium from which to gain an entrance into the retail trade of the country. We believe that it is a very common error on the part of both the retailer and the jobber to constantly look at the matter of price as being the main point at issue in the purchase of goods.

"There are some manufacturers in a position to dictate both as to prices and terms, and these fellows can insist on prices high enough so as to enable them to place on the market goods of a proper quality and not of a shoddy nature, but to the average fellow the jobber's first and all important question is, 'how cheap?'

"We candidly believe that that retailer, that jobber and that manufacturer makes the greatest success with his business who places quality first and talks quality first and last. It is at times a difficult road to travel, but it is the shortest cut to a good substantial and profitable trade.

"It is a fact that the manufacturer who has a good article to market, which is not already a staple demand, must place his own salesmen upon the road in order to get it properly introduced. The jobber should be the proper channel for this class of goods as well as for the cheaper."

THE TOOL TRADE.

From a Manufacturer: "Regarding the condition of the market, there is not much to be said. The demand for Tools of all kinds has been very brisk. Prices have been maintained, and ourselves, and so far as we know, all other manufacturers in this line, are about as busy as they can well be. Not much reason for complaint of any kind under these conditions."

NOT DOING TABLE WARE AND CUTLERY JUSTICE.

From a Manufacturer: "There has been a very large advance in the cost of manufacturing all kinds of sterling and silver plated table ware and cutlery on account of the increased cost of both material and labor. The advance of the selling price on these lines has not been at all in proportion to the increased cost of manufacture, and it is doubtful if there will be any considerable advance, before the holidays, during the balance of the year; but the concerns who have not made arrangements for their supply early in the season will hardly be able to get sufficient goods for their trade, as there will not be enough to go around.

"It is our opinion that the Hardware trade in general are not doing the silverware and table cutlery business justice, for the reason that in very many cases, at least, it is not given sufficient prominence in the showroom or attention by the management. If we are rightly informed, the Hardware concerns who give this branch of the business the attention and prominence it deserves are very well pleased with the results."

FOUNDRY SUPPLIES.

From a Manufacturer: "The difficulty which we meet to-day is not in the getting of orders, but the fact that many small manufacturers who seemingly have no system of arriving at actual cost are quoting prices and accepting orders on the same basis to-day as they did several years ago, when both material and labor could be had at much lower figures.

"Many of these smaller manufacturers are not able to fill an order correctly when received; that is, they cannot turn out goods of standard quality and make prompt deliveries or in considerable quantities, and still they operate so as to cut down the price of the legitimate maker.

"We have all that we can do, and under present conditions we cannot but feel obliged to turn down some business which can only be had without a living profit. Unfortunately this is a line in which each year brings new competitors, most of whom have but little financial responsibility and even less business experience. Of course, all of these fellows get some business. Most of them sell goods at less than a living profit and after a few months or two or three years at most, they find that their funds are exhausted and they are out again."

QUALITY VS. PRICE IN SPECIALTIES.

From a Manufacturer: "We can only say in a general way that conditions as existing at present are quite satisfactory, prices being reasonably firm, although some goods are sold at a great deal less than they ought to be, considering the cost of labor and material. We think this trouble is largely due to the fact that manufacturers are not co-operating to the extent they ought to, and then many of our jobbing friends are apt to make the mistake that most buyers make—that of making comparisons as to prices, overlooking the most important point of all, that of quality. In our opinion price only signifies nothing, and it is only the relation that it bears to quality that cuts any figure.

"You ask what is wrong in connection with the marketing of goods, and how it could be improved. The writer's experience would

seem to indicate that the methods are all right, and the improvement is possible by individual effort.

"Relative to the trend of prices, we think that high schedules are bound to obtain. We cannot see any other condition obtaining so long as material is firm and labor scarce and receiving such high wages."

FINE NEWS FROM THE WEST.

From a Manufacturer: "I have just returned from a five weeks' trip through the Middle and Northwest, and have made the same trip each year since 1885, and in the little experience I have had, I never before saw the time when every one thought business was great, and no one could see a dark cloud ahead. In fact, they all admit they never saw times so prosperous and all are looking for the largest trade they ever had, and are placing larger orders than in the past.

"Crops are good and prices way up, and in 'poor grasshopper Kansas,' the papers say, there is \$106 in the banks for every man, woman and child in the state. When they get in \$250,000,000 for this season's crop, the farmers of that state will not see any wolf at the door even if winter should start in Oct. 10 and last until March 1, 1907. I find there is complaint in all lines that they cannot get goods promptly. A large jobber said he ordered hose in February to be shipped Aug. 1, and on Oct. 10 he had not been able to get any of the goods, and was unable to ship in September or October as they expected to do, and the season will soon be over. They will not get the business for the reason they could not get the goods.

"Malleable iron manufacturers are from six to eight months behind on orders, and many of them will not take orders at all, as they are so far sold ahead. The larger the jobber is the earlier he wants his goods shipped, and goods that they usually have shipped in February or March, they now want shipped in November or December. The general saying is: Too much prosperity."

Says an American in Southern France: "During the past few years a few specialties in the shape of American locks have come into use, but this does not, in my opinion, represent even a fractional percentage of the field open to such and kindred articles. An active representative on the spot with a series of popular samples, and prepared to sell goods delivered at Nice, could in a very short time be in possession of the market here. If there be a department of manufacture in which the prices and features of the American article would appear to leave no loophole for foreign competition, building Hardware is the one."

MR. KRETSINGER ON THE TRUSTS

Mr. F. S. Kretsinger, president of the American Fork & Hoe Co., and ex-president of the American Hardware Manufacturers' Association, was talking at his hotel in New York with a representative of the *HARDWARE DEALERS' MAGAZINE*. The conversation turned upon trusts, and the feeling that exists toward that body, when Mr. Kretsinger said:

"When these combinations were in course of construction a half dozen years ago or more, and for some time after their culmination, there seemed to be a general feeling that their promoters were doing something unlawful, or that in any event they intended to kill competition and at the same time advance prices. This state of mind was not to be wondered at, as in former years there had been formed combinations for these purposes; combinations where an agreement among the members was the basis of action, instead of consolidated legal ownership. The word 'combination' became offensive, and as a refuge from that the word 'association' was employed.

"When the larger, actual consolidation began to take the place of these associations the people were naturally suspicious. They feared that something radical and severe was to take place. There is no doubt that at the time some of the smaller concerns were submerged; this was not a pleasant incident of the industrial change that was taking place. But as time went on the people who buy to sell again, and those who buy to consume began to see that something beneficial and substantial was taking the place of the old order of things. This was partly because the United States Steel Corporation followed the conservative, safe and sane policy that it pursued. Because it and other like organizations sought to reduce cost because of economies that consolidation made possible, and to give to the public a portion of the gains thus secured.

"There have, indeed, been times when outside concerns have sold their products higher than those of the United States Steel Corporation, because they had the goods to deliver on demand, while the greater concern was so loaded down with orders that it could not do so."

"Are all hands pleased now with the combinations, or trusts, Mr. Kretsinger?"

"I would not go so far as to say that they are," was the answer. "There are still some merchants who would prefer to buy of the so-called independent companies, but their number is small. In places where this is done,

it is usually because of a concession in price. These smaller concerns, naturally, have in most cases to make the concession in order to get the trade.

"What I mean to make emphatic," Mr. Kretsinger continued, "is the fact that a great change of feeling has been and is taking place toward these combinations, in cases where a policy of conservatism has been pursued.

"The result of the whole movement has been as everyone now seems to see, the creation of such a large and so wide a community of interest between the manufacturing and distributing worlds; between transportation lines and great financial interests, that business has been kept on a steadier keel, and all has been made safer from possible disaster than it was before. I believe that these things have averted panics, and had a good effect in creating and continuing our present national prosperity."

The Hardwareman and Automobiles

It is becoming more and more apparent that a very large field can be opened up for Hardware dealers in the handling of automobile supplies and accessories.

The time, however, for these dealers to get in on the ground floor is at present; virtually at the beginning of what will eventually be an immense trade, before the special stores and garages shall have so secured the field that there will be no room left for the Hardwareman. The dealers will find that this line of goods is very profitable, and the business a growing one. It will be recalled that one of the most important outlets for bicycle and bicycle goods was, and still is, through the Hardware trade, and there is no reason why the Hardware dealers should not find the handling of automobile goods as fully profitable as that of bicycles, even if they do not attempt to sell the machines themselves. The manufacturers of automobile accessories report that their business with Hardware dealers is constantly growing.

The dealer who desires to enter this line should put himself immediately in touch with the manufacturers of these goods, secure catalogues and rates, and perhaps agencies, before the same are taken up by some more enterprising dealer of the same town or before the special automobile store is encouraged to come in and take possession of the field, which when once taken will never probably be given up.

There are not a few who have gotten in on the ground floor, who not only sell the accessories, but the machines themselves, and there ought to be more of them. There is not room

in a town, or rather there should not be room in a town, where there is a first-class Hardware store for any other concern that attempts to sell goods belonging to the Hardware trade.

It must be borne in mind as a special inducement that the man who sells goods to the automobilists is dealing with the best and the highest socially among the citizens of his town—a class of people who spend lavishly, who pay cash, who do not haggle over prices, and who in the main have large homes and estates in which a wide line of Hardware outside of the automobile is required. To get this class of people to come to the store after one line of goods is to secure them as customers for other lines, and the indirect benefits may be even greater than those that come direct.

The extent of these goods in demand by the men and women who own and operate automobiles may be seen somewhat from the fact that one dealer furnishes a catalogue containing 128 pages.

Hardware Men and Tool Men

The Ironmongers' Association of Manchester, England, is discussing a subject which would hardly be one for consideration in any Hardware association of the United States. This is as to whether or not the dealers in tools should be considered ironmongers and therefore eligible to membership.

The facts are stated in behalf of this admission of tool dealers that at times the interests of the two branches of these trades have opportunity to clash, and that charges of cutting prices have been made against the dealers in tools. The main question, however, that concerns the association is, how far it is justified in accepting as members men who not only sell tools, but who in many instances handle machinery used in mills and large engineering works. One party, in stating the situation, says: "Doubtless, ironmongers may claim to be tool dealers, and the majority of ironmongers sell tools in a greater or less degree; while ironmongers are legitimately tool dealers, it does not at all follow that tool dealers are ironmongers, inasmuch as in many places the tool trade is carried on apart from the sale of general ironmongery."

Corrugated Iron in Demand

Some idea of the magnitude of the corrugated iron business in Australia may be formed when it is understood that fully 95 per cent. of the roofing in Western Australia is with galvanized corrugated iron. In addition to this, this material is used for fencing and for the water tanks which are scattered

broadcast throughout the state. The market, now large and profitable, is steadily increasing with the development of the country, and for years to come this business promises to be one of the most attractive in point of returns on the money invested in that part of Australia.

Great Britain now controls an enormous market with the United States second, a curious and disastrous reversal of trade positions from an American viewpoint, since February, 1904. Unless conditions change it will be a difficult, if not a well-nigh hopeless task, for our home manufacturers to recover their supremacy, and the reasons for this unsatisfactory showing are hardly obvious.

Hardware in the Army

The war office of the British government is inviting tenders for exceptionally large quantities of cutlery for the use of the troops. These include: 290,000 table knives, 210,000 table forks, and 70,000 large clasp knives containing a can opener and a spike.

The conditions attached to the proposed contracts represent a new departure. The contracts are to cover a period of three years from January 1, 1907, and the proportion of the quantities to be delivered during that year are specified, while the remainder will be ordered as the authorities may think fit before the expiration of the contract. Of the clasp knives 30,000 will be wanted in the first year, also 130,000 table knives and 60,000 forks. The patterns sent down of the knives and forks are of the all-steel variety, made in a single piece and ground by machinery, a type which seems to have been adopted permanently for the army, although the admiralty continue to buy hand-made or partially hand-made cutlery.

Sale of American Wire

The sale of wire for fencing in Western Australia is continuously growing, and has now assumed commanding importance in trade, and competition is keen to supply the markets. Eighteen months ago the wire used was largely imported from the United States, but recently German manufacturers have in several instances successfully underbid the lowest American quotation for plain galvanized and black varnished wire, and they now control that market.

The quotations for barbed wire vary but little between the United States and Germany and, because of the excellence of the quality of the American make and the satisfaction it has uniformly given, it finds a ready sale even though the price may at times be slightly in favor of the German manufacturers.

Lightning Rods in Hardware Stores

The sale of lightning rods and lightning rod fixtures in a retail Hardware store naturally attracts some attention from the older generation of consumers, while those of the modern period see nothing strange about it in this time when the Hardware store has become the place of deposit and sale for so large a variety of novelties.

In speaking of this subject an old Hardwareman, who refers to himself as a long-ago reformed lightning rod peddler, said: "In my youth, along about 1870, I spent one summer in the employment of a lightning rod company, whose business it was to canvass southern Michigan and northern Ohio and Indiana to secure orders to place rods on the houses and barns of the rural part of the population. In those days the scheme was to load the farmer up with as many feet of rod as he was willing to purchase at 40 cents per foot, with a little brass point, for which he was charged \$3. You can well imagine that the business was not one that made the lightning rod agent welcome in the same place on a second visit, and I have personally known of cases where the irate farmers have threatened to take a shotgun to the first man who mentioned lightning rods to them.

"No lightning rod agent of those days escaped that inevitable story from every customer whom he approached, over which he was expected to laugh with the greatest gusto. It was the story of the old German who had contributed toward the building of a church in his neighborhood and who was approached for a subscription to add a lightning rod. 'No, I don't,' said he. 'If the Lord wants to dunder down his own house, let Him dunder it down.'

"I am glad to see that the business has been taken out of the hands of sharks and been reduced to the same medium of purchase and sale that obtains with other articles for use on a farm or a house. Lightning rods and other necessities are as useful as anything else in the way of fire protection, and I think they are a good thing to handle in a retail store."

A representative of the *HARDWARE DEALERS' MAGAZINE*, in a conversation with A. C. Dallas, of No. 166 Lake street, Chicago, who makes a specialty of selling lightning points and tubes, asked him if the business was really one that commended itself to the retail Hardware dealer.

In answer Mr. Dallas said: "I am very glad indeed to answer that question. The lightning business, as you are aware, some few years ago reached a point where anybody who mentioned lightning rod supplies was immediately put down as connected with a swindle. The business is now on a more substantial

basis, and while the farmers are charged very high prices, so long as they get what they pay for they cannot complain.

"It was my idea in opening a jobbing house in Chicago, with all the prestige which this great city carries, for the selling of lightning-rod supplies, that I should do so as an out-and-out legitimate jobbing business. It appeared to me that the retail Hardware trade and implement agents should be appealed to to become distributors of such supplies. Why should not the Hardware dealers carry this class of goods in stock for the line men or farmers to put up lightning rods? Why should not the Hardware dealer enter into competition and have a man out erecting lightning rods? I feel this would be perfectly legitimate and might be the means of reducing the cost to the farmer. The Hardware dealer, of course, who went into this business would require to handle a full line of supplies, but that does not mean very much. Every thousand feet of copper cable, including all necessary trimmings, would not reach an investment of, at the outside, \$150. It would not be necessary for the retail dealer to carry more than one to three thousand feet of cable, etc., as the jobber would have to lay a stock in to draw from. If the dealer expects to do considerable business, he might find it to his advantage to buy 5,000-foot lots.

"I do not know what effect this would have on the feelings of many, but believe that the business should be done through the medium of an agency; that is, that one should not sell broadcast to the Hardware trade generally, but confine sales more to agents and not to have more than one good Hardware dealer in each county. Starting as I am, however, I feel as if I was disposed to take an independent course and sell anybody who comes along—first come, first served."

Mr. Coldwell's Gospel

A man from Newburg, N. Y., tells the following story of the late Thomas Coldwell, the inventor of the lawn mower, who was noted for his broad-mindedness and his charity. A man in his town once stole some money. He was bitterly attacked in consequence. But Mr. Coldwell stood by him, and to a certain man who was maligning him he said one day:

"You, I see, are a fair weather friend, George. Well, you are not singular there. Most friends are like you. There was a man who said to a convict:

"'Always do right, and your friends will stand by you.'

"'Yes,' the convict answered bitterly, 'but the time a man needs friends to stand by him is when he does wrong.'"

Competition in the Hardware Trade

"In many councillors there is wisdom," according to the old saying, and the following opinions expressed by leading dealers in Hardware, as to how they can best meet the competition, which is invariable in any line of business, are the fruitful results of many years of successful business. We briefly quote a few of the opinions expressed:

"When I find competition keen, I immediately secure another article very similar and make a leading line of it."

"I never reduce my regular goods, nor do I attempt to cut my neighbor's throat and at the same time my own by price cutting. If a well known article is undersold in my neighborhood, I cease to buy it and acquaint the manufacturer with the fact, explaining my reason. This often puts a stop to price cutting, as I find that manufacturers prefer to have their goods sold at reasonable rates by a number of traders rather than slaughtered by one or two, although they may be large buyers."

"Competition is often brought about through a misunderstanding and may often be avoided by a little friendly correspondence, or, better still, by an interview between the competing parties. It rarely happens that one wishes to cut his prices unless he considers that he is driven to it by other dealers."

"I never inquire into the prices charged by my neighbors, but when I have a clear case brought under my notice, showing me that others are selling staple goods at lower prices than those I have been in the habit of charging, I make a practice of securing one of the articles in question, and if I find it is equal in quality to those I am selling at higher prices, I immediately reduce my price, and set about making inquiries for better markets, generally finding that, if I have overcharged my goods, it is because manufacturers in whom I have had confidence have been charging me more than present day market prices."

Must Show the Goods

An American consul in India declares that there are two things of the utmost importance to American manufacturers and exporters in connection with the Indian trade. One of these is the necessity of showing goods to dealers; and the other, of furnishing goods suited to the climate. More things mildew and mold in India than almost anywhere else in the world. Articles made of steel or iron rust immediately on exposure to the air, and hence guns and cutlery should be treated in a way to prevent the insidious action of the

salty and alkaline atmosphere from getting in its corrosive and destructive work.

When American manufacturers and exporters really get ready to take over their share of Indian trade they will be equal to all demands upon them. That is the habit of the American tradesman. There is one thing he will have to do, however, and that is to meet the requirement for agencies, where Indian dealers can go in person and see the goods. This is the custom in India. Agencies and agents are to be found everywhere, and the bulk of the business is done in this way. This is made only the more necessary because manufacturers are springing up all over India, and, hence, Indian-made goods may be seen on the spot. To compete with this growing condition our manufacturers and exporters will have to establish agencies where their goods can be seen to advantage.

Demand for Holloware

An American commercial agent in Huddersfield, England, states that in several parts of that country there is a good and general demand for electro-plated hollow ware, that might be made effective for the sale of American-made goods. The following lines are found in the market to meet the requirements of trade: Biscuit jars, casters, cake baskets, coffee sets, berry or fruit dishes, cups and saucers, fern dishes, jewel boxes, loving cups, napkin rings, pickle dishes, punch sets, sauce boats, butter dishes, sirup pitchers, tea sets, water sets, trays, waiters and various novelties. The following lines are kept in stock by dealers, but the demand for them is small: Candelabra, puff boxes, toilet sets, lavatory sets and urns. Crumb sets are to be found in what may be called the English equivalent, but having a different name.

Formerly nearly all of such wares were in electro-plating, but in later years the demand has greatly increased for the standard silver in the smaller wares and novelties.

Mr. Bindley Returns

Mr. John Bindley, of the Bindley Hardware Co., Pittsburg, Pa., recently returned from several months' vacation in the old country. When seen by a representative of the *HARDWARE DEALERS' MAGAZINE*, at the Waldorf-Astoria, New York City, Mr. Bindley expressed himself as very much rested because of his summer vacation, but did not feel in a position to discuss conditions at home and abroad, because of the many demands upon him awaiting his immediate return to Pittsburg, but added that so far as he had learned the Hardware business in his section of the country was in a first-class condition, and bids fair to continue so.

A Bit of Business Gospel*To the Editor:*

I read in the *HARDWARE DEALERS' MAGAZINE* of the current month the following nugget of condensed business wisdom:

"Carelessness as to expenses, and a faint-heartedness as to collections, have ruined more merchants than hard times, panics and competition combined."

I had a partner once who nearly ruined us both because he was so ready to give credit, and so timid about going out after the payment when it was due. Personally, or in a business way, he never hesitated about paying a bill when it was presented to him, and took no offense because it was presented to him. But he seemed to feel that it was a disgrace to dun for an overdue account. Our trade soon knew him for an easy mark, and he was worked for the benefit of our debtors from breakfast to the other place, and back again.

I have discovered that men who are sensitive about being dunned are the fellows who place themselves in a position where they do not have to be dunned. They pay up before there is any need to call upon them in stentorian tones of demand. The other fellows—the Slow Payers—get so used to being prodded, and their hides get so thick, that there is no business indecency and no business risk in going after them with a club. In fact, they get to liking it, and expecting it, they set you down as a feeble-minded business joke, if you do not apply the goad with a sharp tack at the end of it.

Speaking with due seriousness, in these days of close margins and expensive money, it is not safe and it is not wise to be discounting one's own paper at the bank, while carrying accounts that do not draw interest. Let the man who owes for the goods get his paper discounted at the bank and pay you. The burden will thus fall on the shoulders where it belongs.

Take a look at the sharpest, best managed and most successful concerns. They are the ones who keep their collections up to the mark. And because they are not carrying a heavy interest account, they can sell goods on a closer margin and thus get an advantage over the slow-pokes of trade.

Yours truly,

A JOBBER OF HARDWARE.

Pittsburg, Oct. 25.

Wants a Hardware Partner*To the Editor:*

I was very much interested in an article appearing in the *HARDWARE DEALERS' MAGAZINE* of the latest issue, detailing the experiences of

a very lively and original young woman who set out to improve her father's Hardware trade by enlisting the aid and support of all of the women at the heads of households among her friends and in her neighborhood.

I am a young and unmarried Hardwareman, and if it would be no betrayal of magazine confidence, I would be glad to receive the name and address of this young woman. I would like to open a correspondence with her, as I am in need of a partner—not merely an ornamental one, but some one who has brains and energy enough to aid me in the building up of a new business. I do not know whether or not this girl from Michigan would be willing to come as far East as Eastern Pennsylvania (with matrimonial intentions), but there could be no harm in opening a correspondence with her through your editorial courtesy.

In a half joking manner I have suggested this method of canvassing for business to several of my young lady acquaintances, but the proposition was turned down so suddenly and with such emphasis of rejection that I have abandoned the idea of discovering and cultivating any home talent that could be utilized in the building up of my business.

I am positive that the right sort of a woman—if she made a deadset for the securing of new business for a Hardware store, or any other store, after the manner of personal canvassing and solicitation described in your very readable article—could make more money by it than she could by teaching school, running a sewing machine, or waiting for some fellow to come along. The only trouble is that there are so few women who by nature or by education are fitted for a task of this character.

Send me the address of the Michigan girl, and permit me to remain,

Respectfully yours,

A. L. D.

[The Editor of the *HARDWARE DEALERS' MAGAZINE* has sent an immediate-delivery letter to the young lady in Michigan, enclosing a copy of the above, with the name and address of the young Hardwareman in full. In case there are any developments, matrimonial or otherwise, we will take pleasure in letting the same be put before the readers of the *HARDWARE DEALERS' MAGAZINE*.]

Boom in Second-Hand Machinery

A New York dealer in the above line of goods declares that never was there so much of it on the market as at present.

"Does this mean," he was asked, "that the factories are being dismantled and going out of business?"

"It means just the opposite," he answered. "It means that the manufacturers of the United

States are straining every effort to produce the most goods possible in the shortest time possible and at the lowest cost. To do this they feel the need of the best mechanical equipment to be had and are throwing out the old machinery and putting in the new. This is the reason almost invariably given me when negotiations are opened to dispose of the things they have outgrown.

"It is a curious coincident with what I have said," he continued, "that the very demand for new machinery aids in the sale of the old. The factories are so busy that they cannot fill the orders sent them for new machines and as a result the applicants who have been turned down come to us and make purchases of the second-hand, on the principle that a half loaf is better than no bread."

Selling Hardware to Women

A successful Hardware dealer declares that he finds that a medium-sized ordinary kitchen table with some colored paper on top, placed in a convenient situation, and showing a small assortment of fancy crockery, knick-knacks, etc., changed every now and then, is very useful in attracting lady customers and disposing of many small lines carrying a good profit. Such a counter, he says, is capital well invested, and produces good returns. The bargain counter, whatever it may contain, usually attracts an entirely new class of customers besides retaining the old ones. It acts as a salesman because it introduces the goods to the customer, and prices marked on the articles show him that they are within his reach.

Hopes It Will be Satisfactory

The following is a verbatim copy of a letter received some days ago by a leading Hardware jobbing house. The writer certainly makes himself understood, which is, after all, the best point about a business letter:

"Gentlemen: Yours to hand, and in reply will say that we got caught for a bout five gunderd dollars, the fir at this place and it has got us in a very clost place at present, but bar with us a little while longer and U shall have every cent that is comming to you, we are sorry that we hafter make this exclamation and sorry that we are not in shap at present to send you a CK, but, will give you a Ck by the 25th, hoping this will be satesfator we beg to memain."

Against American Hardware

At a recent meeting of the Canadian Manufacturers' Association, a number of resolutions were passed demanding a revision of

the customs tariff in order to transfer to Canadian workshops and manufactories many classes of goods which that country now imports. Revision, it was pointed out, ought to give substantial preference to England and to other British possessions where reciprocal preferential trade could be arranged, but that Canadian manufacturers must be considered first. A resolution was passed urging the Dominion government to add a duty to all imports for government purposes before the prices are put into competition with Canadian prices. Another resolution was agreed to urging the application of the Canadian customs preference only to goods coming to Canada direct from the country of their origin. The meeting then adopted a motion urging the Dominion government to establish a line of steamers between the Eastern Canadian ports and Australia and New Zealand.

A Fine Old Machine

A concern making chaff-cutters received an inquiry for a safety feeder to be fitted to an old machine. They asked the man who wanted it as to the size of the machine. All that he could tell was that it was one his father was using as early as 1854, and had descended to him along with the farm.

Said the Hardwareman: "It must have served its usefulness by this time. Don't you need a new one?"

"Not much I don't, when it is still about as good as it ever was."

If the maker would only make good use of this incident—if he or his successors are still in business—what an advertisement it would make.

Lawn Mowers Sustained

The Chadborn & Coldwell Mfg. Co., of Newburg, N. Y., in writing to a customer in England, placed itself on record upon an important question to the Hardware trade, as follows: "You may take it that we are absolutely pledged to the principle of price maintenance, and you may depend upon it that we shall supply our machines to no firm that is guilty of offering to supply our lawn mowers at less than the minimum sales' price established by us, and if you will, in the event of such a tender being made, give us the name of the firm, you may rest assured that our machine will not be supplied."

During the past month nearly 175,000 tons of iron ore and other raw material used in the manufacture of steel were imported through New York and other Eastern seaboard points.

HARDWAREMEN IN NATIONAL CONVENTIONS

The Associated Hardwaremen of the United States have tested the waters of the Delaware and Schuylkill at Philadelphia. They have drank of the Erie at Cleveland and at Buffalo; bathed in, if they did not drink, the muddy Ohio at Pittsburg; have sat by the Mississippi at New Orleans; have avoided the water altogether amid the manufactured products of Milwaukee, and elsewhere have filled and emptied their banquet goblets; but again and again do they return to Atlantic City and the hot and cold salt water baths to be found there. They went back in this fall of 1906; they are going back again in 1907.

BUSINESS WAS TRANSACTED.

The two conventions were in the main, from a business standpoint, the best ever held. The attendance was large and highly representative. Men attended the sessions and listened to what was said. Practical questions were discussed, and in the private and unreported freedom of the executive sessions, both manufacturers and jobbers talked plainly as to abuses that might need correction, and of reforms that might be instituted. There were not so many sessions as usual, but there was more business done. No time was spent in listening to long papers on theoretical propositions.

AT THE OPENING SESSION.

At the opening session Wednesday at 10 a. m., President W. S. Wright, of the jobbers, presided. The song of "Praise Our Native Land" was sung with patriotic fervor, while the address of Hon. Franklin P. Stoy, Mayor of Atlantic City, was cordial and full of that generous hospitality which Atlantic City is always prepared (verbally) to extend to conventions and their visitors. This is very pleasant, as words cost nothing, but outside of the permission granted to go up and down the boardwalk it was not noticeable that the conventions received anything from Atlantic City that they did not pay for.

At this opening session, very interesting remarks were made by F. S. Kretsinger, president of the American Mfrs. Hardware Assn.; T. H. Newman, president of the Canadian Wholesale Hardware Association; E. M. Bush, president of the National Retail Hardware Association; J. Hardy, secretary-treasurer of the Canadian Wholesale Hardware Association; F. D. Mitchell, secretary-treasurer of the American Hardware Manufacturers' Association, and M. L. Corey, secretary-treasurer of the National Hardware Association. Each of these gentlemen voiced his

pleasure at being present and expressed the cordial feeling which his Association felt toward the jobbers who were then in session.

These addresses were followed by a discussion of the question, "What is the Best Method of Introducing New Goods to the Trade?" Mr. E. B. Pike, of the Pike Mfg. Co., in a most able and entertaining manner, expressed his views upon this important question, backing it up with illustrations from his own wide and varied experience. On the conclusion of Mr. Pike's address, it was expected that a number of gentlemen would speak, but President Wright, with a generous view to more material things, asked the somewhat amusing question: "Which would the convention now prefer, to hear these gentlemen or adjourn for luncheon?" During the laugh which followed, Mr. Hayden arose and moved that the convention adjourn for the noon-day meal and that the discussion of the question be continued at a later date.

MR. WRIGHT'S ADDRESS.

President Wright, of the Jobbers, in his opening address, said, among other things: "This association is operated not for the benefit of any one man or set of men, but for the greatest good to the whole. When any matter is in question involving the interests of the trade your able secretary is there to protect your interests, and certainly the experience he has gained in his twelve years of service and his loyalty and devotion to your interest is evidenced by the results secured. Some houses feel that they get more in proportion from what they pay the National Hardware Association than from any other one item in their expense account. Can we get more? I think we can. We owe it to ourselves and the association to give it our loyal and earnest support in thought, word and act. We owe it to our association, ourselves and our associates to place our business with those whose policy in the conduct of their business is fair and considerate of our interests and the interests of those through whom we distribute our goods.

"In our dealings with our manufacturing friends we have been met with a broad, generous and fair spirit that has been pleasant and advantageous to both. We must not overlook the fact that these questions have two sides. The manufacturer, like the jobber, has grave and difficult problems to solve, and that many of the questions like legislation must in the very nature of things result in a compro-

mise is self-evident, but if the question at issue is fairly met, with a disposition on both sides to be considerate of the other's interest, as well as conservative of his own, the result is a broader view of the situation on both sides, and an appreciation of the difficulties of the other that was not recognized before. But it must not be overlooked that the manufacturer who fails to consider the interest of the distributor and protect it will in time find himself in the position of the man referred to in the good book who built his house upon the sand."

MR. T. JAMES FERNLEY'S REPORT.

A report for the year past delivered by T. James Fernley, secretary-treasurer of the National Hardware Association, was replete with interest. Among many other things Mr. Fernley said:

"Some of the members of our association have thought that we were not quite aggressive enough in connection with matters which related to the proper protection of the jobbing trade. The policy pursued by the wholesale and retail drug associations has very frequently been alluded to, and the suggestion made that we should follow the lines which they were pursuing.

"As you have already been advised, the United States Court has declared that the Drug Association has been too aggressive, and that it has violated the Sherman Anti-trust law. I have very carefully followed the litigation alluded to and am quite convinced that the conciliatory policy, as outlined by our Executive Committee several years ago, is certainly a safer one to pursue than the aggressive one adopted by our friends in the drug business.

"We thoroughly believe that if our manufacturing friends will not respect a courteously phrased expression of our preference in connection with the sale of goods to catalogue houses or any other class of purchasers they will not respect our demands, and therefore this association makes no demands. If a manufacturer of any commodity we handle believes it is just to furnish his goods either direct or indirect to any class of dealers who make a business of trade demoralization, as an association we simply say to that manufacturer that it is our preference that he should change his policy.

"Be it said to the credit of the vast majority of manufacturers of Hardware and kindred lines that they have taken the position that the legitimate retail and jobbing trade of the country is entitled to at least this degree of consideration, and that they have acted accordingly.

"The tendency of some manufacturers to permit their high-grade goods to be purchased by parties who desire to offer them as premiums for the sale of breakfast foods, tobacco, chewing gum and face powders is greatly to be deprecated. Our association at its last convention passed a resolution in which attention was called to the fact that premium goods practically cost those who receive them nothing, and indeed they are sold to the parties who give them away at a less price than the jobber is forced to pay, thus not only demoralizing trade prices, but, if the practice is continued, the sale of such goods for legitimate purposes must necessarily be reduced in the future. The manufacturers are not alone to blame, as some members of this association have unfortunately supplied some of these gift houses."

ADDRESS OF MR. BUSH, OF THE RETAILERS.

Mr. E. M. Bush, president of the National Retail Hardware Association, in his speech at the opening session emphasized the needs and requirements of the retail dealer, showing in detail the every-day environment of the retailer, contrasting his surroundings and opportunities with those of the jobber and the manufacturer and making a number of suggestions, which he hoped might be mutually helpful.

Mr. Bush in the course of his address said: "The lack of this feeling of mutual interest has been accentuated in instances where the merchant has been in the catalogues of the mail order houses—goods of a manufacturer which he has for years displayed, talked, sworn by and sold—so priced that he has cut out competition. Happily, these times and conditions are passing—largely through the advent of the Retail Hardware Associations—which by this act of association have won recognition of the fact that they are a factor worthy of consideration in to-day's commercialism—and which afford, in their convention, opportunities for the heads of firms to meet the distributors of their goods and products. This acquaintanceship naturally clears the air, matters are better understood, differences are more readily adjusted; while a few years ago, manufacturer and jobber thought only of their own troubles, they have learned through association efforts that the retailer, too, has his troubles—some of them unconsciously or thoughtlessly brought about by the very manufacturer whose goods he is pushing. The retailers rejoice to-day in the knowledge that a great number of manufacturers and nearly all jobbers—all in this association—are working in unison with him for improved conditions,

which we know are coming about. Are we not justified, gentlemen, in a small feeling of pride in the knowledge we have that the position we have gained has been attained by methods both sane and conservative? For well we know the prejudice, almost distrust, which existed in some minds in the early days of our association life."

MR. BUSH ON SKATES.

Later in his address, Mr. Bush said: "I am reminded of the experience of a western retailer, who, two or three years ago, took the sale of a certain skate (which, by the way, bears a private brand). In each box of skates a neatly printed card, with the special features and component parts of the skate, subdivided into heads and emphasized by being printed in red ink, reads as follows:

"Valuable Hints for Use of Retail Salesmen.

No Name. Skates.

"Runners—Made of carefully selected, toughened Hicarbon Steel, extra broad at base. Hollow ground.

"Foot Plate—Made from tested homogeneous steel shaped to conform to foot. Owing to its peculiar construction, it is the lightest and at the same time the most rigid in the world.

"Clamps—Are made of test homogeneous steel. The heel clamps are of extra height. No Name skates will "Stay On," no matter how badly the heel may be worn. The toe clamps are of the improved, self-adjusting pattern, which places the runner in the center of the foot. Just the thing for Bull Dog Shoes.

"Lever—Positive lock. Will not jar loose.

"I am told that every salesman in this town when showing these skates, dwelt so upon the phrase 'Homogeneous steel foot plate and clamp,' that no small boy of the town felt himself 'in it' unless he had a pair of 'ingenious steel skates,' and the order for these skates placed by this retailer for his winter's trade was large enough to merit special mention in a general letter to this jobber's salesmen.

"I regret to give away this wise jobber's methods in so open a manner as before this gathering, but we retailers want you all to get busy and give us the concise pointed information which will assist in selling your wares."

THE DAY OF ADVERTISING.

Later on Mr. Bush said: "This is the era of advertising. Retailers, too, are catching the spirit of the times and many more would advertise than do if they knew better how. Our trade press has done much to stir up and encourage this spirit. A few manufacturers have helped along the movement by preparing

advertisements and furnishing cuts of their specialties. Furnish small cuts of your wares for use in newspaper advertising. Recently I asked of a manufacturer the use of a small cut of a lantern which he had bought. The cut sent was fully 4x5 inches. Short descriptions and small cuts of your wares we need and ask for, gentlemen. Remember that the retailer as an advertiser is in swaddling clothes. How can he unassisted produce ads. of your goods that are attractive and bring results? I have seen criticism of the same ad. of a retailer standing for months without change. But, gentlemen, I assure you that it is easier for the proverbial camel to go through the eye of a needle than for many of us to get up, unassisted, a new ad. for our daily and weekly papers.

"Nor do I come to you, gentlemen, with these suggestions as a suppliant for help to the poor retailer. No one knows better than you that our success is yours, and whatever increases our sales widens your market. Here indeed lies our community of interest."

THE CHOICE FOR PRESIDENTS.

The National Hardware Association re-elected President W. S. Wright, of the Wright & Wilhelmy Co., Omaha, Neb. Everybody declared that he was the Wright man in the right place, and that he must take it for at least another year. That T. James Fernley was again chosen as the secretary-treasurer is one of those self-evident things that no one needs to be told.

Mr. F. S. Kretsinger, president of the American Fork & Hoe Co., Cleveland, declined a re-election to the presidency of the American Hardware Manufacturers' Association. The gospel of presidential succession as laid down by this eminent and philosophic Hardware maker, was expressed in a few words:

"Time is passing rapidly, gentlemen, and some of us, if not all, are growing older. There are in our association scores of middle-aged men who would fill the office of president with a great deal of honor to themselves, and to the benefit of the trade in general. I consider that a term of one year is all that should be allotted to any one of us, and for one I am very much inclined to give another man the chance. I will, therefore, gladly step aside, while appreciating the honor of the suggestion of my name for another term, so that the young men can come forward and take their turn."

Mr. Kretsinger's obduracy upon this point sent the nomination committee to Charles W. Asbury, of the Enterprise Mfg. Co., of Pa. Philadelphia, who was first vice-president of the association, who informed him that under no consideration could he be excused.

Those who have met Mr. Asbury socially, on those occasions when his face is lighted up with a smile, are of the opinion that he is hardly over his early boyhood days, while those who have occasion to meet him when engaged in the study of some economic question or considering some new line for his house, are of the opinion that there are not many years to his credit as between Mr. Kretsinger and himself. But when the new president smiled a welcome upon his admirers at the banquet Friday evening, and with a most happy speech expressing his appreciation of the honor of his new position, it was an open question among the ladies present whether he had as yet progressed very far beyond the magic boundary age of twenty-five.

It is also a useless piece of information to add that Mr. F. D. Mitchell, the secretary-treasurer of the Manufacturers' Association, has been chosen for another term as his own successor.

SUMMED UP IN RESOLUTIONS.

The deliberations of the Hardware Manufacturers' Association were summed up in the following series of important resolutions recommended by committees, debated, and adopted:

"Whereas, The President of the United States has seen fit to rigidly enforce all laws pertaining to the control of combinations of capital into so-called trusts; maintaining that such combinations of capital are in restraint of trade, and as such are a menace to the industrial welfare of our country, and

"Whereas, Organized labor presents a combination of labor in restraint of trade and as serious a menace to the industrial welfare of our country as any combination of capital could possibly represent,

"Be it resolved, by the American Hardware Manufacturers' Association, composed of employers of labor, that the attention of the President of the United States and Congress of United States, be called to this growing danger to our industrial institutions, and that the President of the United States be requested to urge upon Congress the necessity and justice of enacting legislation which will enable the employer to be free from the boycott, sympathetic strike and from such un-American methods as now obtain in the shape of personal violence and picketing of plants where strikes are in progress,

"Be it further resolved, That the American Hardware Manufacturers' Association firmly believes in the right of employers and employees to contract with each other without the intervention of the government as to hours of labor, and we denounce all efforts by the

labor lobby, now maintained at the seat of this government, to restrict the hours of labor in any industry by law, or to deprive the employer of the only means of protection against unfair interference with his business, viz., the right of injunction."

"Whereas, This association has repeatedly approved of the discontinuance of contributions by manufacturers to jobbers toward the expense of publishing jobbers' catalogues, and

"Whereas, Requests continue to reach manufacturers from some jobbers for contributions, directly or indirectly,

"Resolved, That we respectfully request the National Hardware Association now in session to adopt a resolution expressing the sentiment of its members upon this most important subject."

"Resolved, That we favor the enactment by Congress of further legislation empowering the Inter-State Commerce Commission to require transportation companies to make reasonable rates for reasonable service and empowering the said commission to enforce proportionately low rates when the service in transporting merchandise is unreasonably slow."

"Whereas, There has been much complaint among our membership relative to the abuse by customers of the usual terms of 30 or 60 days or 2 per cent. for payment within 10 days from the date of each invoice, and numerous requests for deferred date payments, many specific complaints stating that some customers deduct the cash discount of 2 per cent. when remitting in 30 or even 45 days, and

"Whereas, Some of our members urge a reduction in the premium for prompt payment,

"Resolved, That this association recommend to its membership the continuance of the present terms of 30 or 60 days, or 2 per cent. payment within 10 days from the date of each invoice, but that these terms be strictly and literally interpreted.

"Resolved, further, That a copy of these resolutions be forwarded to the National Hardware Association now in session, with the request that official action be taken thereon."

THE SOCIAL FEATURES.

There was a reception and ball on Wednesday night, given under the auspices of the Manufacturers' Association. There was a card party conducted by the ladies on Thursday evening, under the auspices of the Jobbers' Association. There was a banquet on Friday evening, also

conducted by the Jobbers. While this was in many respects an occasion of considerable interest and pleasure, it was so poorly attended, because of the departure during the day of many of both associations, that the Jobbers have voted that there will be no banquet given in the convention of 1907.

These three social events were open to members of both associations and their guests. The reception and card party were held in the handsome ballroom of the Blenheim, while the banquet was given in the large dining-room of the Marlborough. At the reception, music and refreshments were served. The prominent gentlemen of the Hardware trade of both associations stood in line and formally received the members and guests, and the affair ended with dancing, kept up until the early hours of the morning. The card party was held in the same room and was most admirably managed by Mrs. George W. Trout, of Chicago, and a committee of ladies.

The manufacturers of the country had generously sent several hundred handsome articles to be used as prizes, ranging from a handsome Grandfather's Clock, worth \$400, to a small tack hammer or nail file. These were displayed in a securely guarded room at one side of the corridor. At least 300 people sat down at the card tables, and at the conclusion of the game the head winner was permitted to make his choice. This fortunate individual was Charles J. Graham, of the Graham Nut Co., of Pittsburg, who naturally selected the clock. The other prizes were taken in the order of their value by the various winners, there being something for everybody.

AT THE BANQUET.

The programme of toasts was as follows:

W. S. Wright, Toastmaster.
Address of Charles W. Asbury, President-elect American Hardware Manufacturers' Association.
"Our Trade Associations," F. S. Kretsinger, President American Hardware Manufacturers' Association.
"Reminiscences, San Francisco Earthquake," Brace Hayden, First Vice-President National Hardware Association.
"Commerce and Legislation," Hon. R. O. Moon, Philadelphia, Pa., Member of Congress.

Mr. Wright made a most admirable toastmaster. The speeches were listened to with close attention. A couple of dozen gentlemen prominent in the trade occupied seats at the guests' table. The ladies and gentlemen who attended were grouped about a number of small tables. During the evening a number of solos were most excellently rendered by Mrs. H. H. Rudd, of Cleveland; the Misses Lucile G. Reynolds and L. Pauline Reynolds, of Dixon, Ill., and A. H. Chamberlain, of the *Iron Age*, New York.

MEETINGS OF 1907.

It was decided that the meetings for 1907 of both associations should be held at Atlantic City on October 30 and 31, and November 1. The hotel is to be selected at a later date.

The Hardware Manufacturers' Association will meet with the Southern Hardware Jobbers' Association in June, as usual. The place of meeting was left to a committee consisting of Irby Bennett and Secretaries Webber and Mitchell, of the two associations.

A CLEVER GUESSING SCHEME.

There was handed to each person present, ladies as well as gentlemen, a silhouette of an unnamed gentleman, with the request that each person would register one guess as to who he was. On the card were places for the name of the gentleman portrayed and the name and address of the voter. Each person was to have one guess, and the first gentleman and the first lady who correctly named the party in question was to each receive a handsome prize to be selected from a number of beautiful articles on exhibition. The contest continued warmly and some queer guesses were made. It eventually came out that the gentleman in question was Mr. E. E. Reynolds, secretary and general manager of the American Wire Cloth Co., Dixon, Ill.

THE SOUVENIRS.

The number of souvenirs distributed was not as large as has been recorded at previous conventions, but those that had been provided were artistic, and, as a rule, of value. Among them were the following:

American Steel & Wire Co., Pittsburg, a paper-cutter fashioned from a large wire nail, 10 inches long, sharp edged and enclosed in a velvet-lined box.

Russell & Erwin Mfg. Co., New Britain, Conn., an artistic desk thermometer.

HARDWARE DEALERS' MAGAZINE, New York, an automatic telephone card index, to be attached to the telephone, and so arranged by indexed cards, set on springs, that the names of customers and others, with their telephone number, can be found immediately, and are always concealed from sight when not in use. It contains space for 200 names.

Manning, Bowman & Co., New York, a handsome metal platter, to be used as a card tray, ash receiver, etc.

National Enameling & Stamping Co., New York, etc., a royal granite steelware pail, on a small basin of the same material.

Iver Johnson Arms & Cycle Works, Fitchburg, Mass., a desk calendar in red morocco frame, not only for the remainder of 1906, but also for 1907 and 1908, with the information

that those for 1909 would be furnished on application.

Liveright Bro., Philadelphia, a nail file in a red leather case.

Philadelphia Lawn Mower Co., Philadelphia, a large desk rubber in a celluloid case.

The United States Graphite Co., Saginaw, Mich., lead pencils.

Pittsburg Steel Co., Pittsburg, Pa., a nail puzzle.

J. D. Warren Mfg. Co., Chicago: A handsome little book, entitled, "The Foolish Dictionary," by Gideon Wurdz. It is illustrated, and contains more sharp-edged wisdom than foolishness.

Simons Mfg. Co., Fitchburg, Mass., a handsome chromo in colors, suggesting (pictorially) how the manufacturers and jobbers used to regard each other.

Wabash Screen Door Co., Chicago, etc., a finely finished toy washboard.

Avery Stamping Co., Cleveland, O., a bunch of matches, that while not made in heaven, create a spark of their own when drawn from the box.

Nicholson File Co., Providence, R. I., a fine nail file in a silver case.

SOME MINOR NOTES.

Brace Hayden, of San Francisco, who told the banqueters on Friday night about his experience during the earthquake and fire, bore the appearance of a man who had from the very beginning got his second wind, as the sportsmen say, and was on deck permanently. Mr. Hayden was as full of life and spirits as in his younger days, and is very hopeful as to the future of the Pacific Coast. As one of his enthusiastic admirers declared: "Brace Hayden must have been out of town, for if he had been on deck that earthquake would never have happened."

At 4 o'clock on Thursday everybody was cordially invited by the entertainment committee to make an appearance on the boardwalk and take a ride in the roller chairs. The response was unanimous, and for a full hour a long line of these cars, propelled by the brawny muscular power of a hundred colored men, marched in procession down the walk and up again, each chair holding two or three enthusiastic ladies or gentlemen. The fact that the rain fell during a portion of this performance did not in any way interfere with the pleasure of those who were bent upon taking a ride.

Three booklets were handed to members and visitors, one containing a full program of

the proceedings of the National Hardware Association; another that of the American Hardware Manufacturers' Association, while another contained a list of members present, of both Associations, and of guests. Three pages of the latter were devoted entirely to the ladies, a larger number of whom were present than on any previous occasion. It was due to their presence, of course, that the reception and the euchre were successful, while the large number of ladies who attended the banquet added not only to the pleasure but to the artistic beauty of the occasion.

"Alas," sighed one pessimist, "this occasion bid fair to be one of unusual hilarity when the Dover Mfg. Co., of Canal Dover, O., began to give away their little Sad Irons, and then a feeling of sadness and gloom fell upon the assembled people!"

It was a general opinion among both manufacturers and jobbers present that more complaints were being made by the manufacturers because of their inability to secure goods than was ever noted before. Both sides agree that the matter of prices seldom entered into their discussions, and the general question was: "When, oh, when, will we get those goods?"

A most admirable address was delivered by Charles W. Burrows, of the Burrows Co., booksellers, Cleveland, O., before a joint session of the manufacturers and jobbers in regard to the "Parcels Post," a question to which Mr. Burrows has given a great deal of attention.

During the moments of relaxation a number of gentlemen and ladies amused themselves by reviewing memories of the skating rinks, and attempted to renew them on roller skates at the two finely appointed places set aside for this amusement at Atlantic City. It was universally agreed that Robert Parsons, of New Britain, Conn., was the most proficient in the art of roller skating of any to be seen on the floors.

The new London Hardware Exchange seems to be filling a long-felt want in the Hardware world of England. It is described as a club and a business information bureau; as a reference library of use to all comers, and as a place of meeting for the Hardware trade.

SPORTING GOODS IN THE HARDWARE STORE

HOW SEVERAL HARDWARE CONCERNS WERE PLEASANTLY
SURPRISED BY RAPID GROWTH—A BUSINESS OF LARGE
POSSIBILITIES—OUTLOOK FOR NEXT SEASON PROPITIOUS.

With the increased competition which is making itself felt in every Hardware store, the merchant is constantly casting about for new lines of goods closely allied to the Hardware business. We have noted this tendency many times and here in these columns have often set forth the advantages and profits to be derived from the sale of goods not always found in the Hardware stock. The advantages of sporting goods as set forth by this MAGAZINE have appealed to many dealers, and the success with which the line is meeting in the Hardware store proves conclusively that the Hardware may become the sporting goods store.

SPORTING GOODS IN A CHICAGO STORE.

It is therefore interesting to note the easy manner in which Hardwaremen have taken up and are successfully selling sporting goods. From what has been said it may appear that in a small city or large town where the dealer has a large amount of personal trade—where he has won his way because of his own personality—it is far less difficult to gradually build up a business with a new line of goods. And in a large city, where his business is of such a volume that the proprietor seldom comes in personal contact with his customers, it might seem more difficult to establish a new line. The experience of the Bullard & Gormley Co., of Chicago, is worthy of note, and may be of assistance to other Hardwaremen.

For some time this concern had been anticipating adding new lines to their already complete Hardware stock. The store of Bullard & Gormley Co. is centrally located, being in the heart of the best retail district of Chicago, 76-78 Randolph street. A splendid trade in all classes of Hardware and tools, and for years a large transient business has been done by this concern. About a year ago, a small retail sporting goods business of Chicago was to be sold. The Bullard & Gormley Co. realized that this was their opportunity of starting in the line. They bought the business and secured A. G. Berg, one of Chicago's old-time sporting goods men, to manage the department. From the first window display the venture has proved a success. In speaking of the line, Mr. Gormley said: "We as Hardwaremen had no idea of the great possibilities in the line of sporting goods. We thought one showcase and a few shelves would be plenty of room to display and to carry stock;

that one man would be able to wait on all customers. But here we are from month to month giving more space to the line, and putting more men behind the sporting goods counter, and doing this because the volume of business warrants it, and because the profits are in the line." The arrangement of Bullard & Gormley's store is most ideal, and the sporting goods department was from the first given a good location in the right hand front of the store, with the use of one of the large windows.

Another interesting feature of the business was brought out by Mr. Gormley, who further said: "It's been a great surprise to me to see how easily fishing tackle has been sold this season to many of our regular customers. A contractor or a customer who, perhaps, will kick ten minutes about the price when buying a few dollars' worth of Hardware, will, without a murmur, pay down \$10 to \$20 for a fishing tackle outfit, and be perfectly satisfied.

BUSINESS OF LARGE POSSIBILITIES.

"It is a business of large possibilities, but like all goods of the kind, we find sportsmen's supplies must be shown and well displayed to be profitably sold."

But, as we have often stated, it's not necessary to go to the great cities to find sporting goods profitably handled by the Hardwareman. Up in Minneapolis is a most marked example. Competition there in sporting goods has for years been rather keen. The city is well supplied with stores in this line. One of the largest and oldest exclusively sporting goods houses of the northwest is located in Minneapolis. Two smaller dealers, each with a good knowledge of the local trade, and with a large personal following, carry well assorted stocks. Two or three of the department stores make an effort to get some of the business. Yet the Hardware house of W. K. Morrison & Co. have succeeded in building up a large business and a profitable one in sporting goods. Mr. Morrison formerly carried on quite an extensive jobbing trade—feeling that in Minneapolis there was a good field for a first-class retail Hardware business, the store was moved to a better retail location, and so fitted and equipped that it was the best retail store of the kind in the northwest. In adding sporting goods, Mr. Morrison started the line by giving it much thought and personal attention. To-day a large

business is done and the department is one of the best in the store. W. K. Morrison & Co. find it a good idea to occasionally have leaders in sporting goods and to let their customers know this fact.

From reports in all parts of the country there is little doubt but that 1906 has been the greatest sporting goods year yet, and that 1907 will see even a greater trade in the line. The wise Hardware dealer will not only consider this line, but will act, and if he handles sporting goods in a thorough business manner will find it to be one of his best sources of profit.

E. D.

Cash

C. A. Bergh & Co., Winona, Minn., are known to their customers as the "Cash Hardware Store." In view of the widespread interest in conducting a Hardware business on a cash basis, Mr. Bergh has kindly given much information in the following letter. Other merchants who have had experience along similar lines can also throw much light on this subject. Our columns are open for publication of such articles.

Mr. Bergh says:

"It is a long story, but for the benefit of other merchants who might wish to adopt it, I will give a brief outline and will be glad to answer more fully later if it is desirable.

"In the first place, when I engaged in business (which was in a Wisconsin town), I adopted the cash plan because I didn't have capital enough to do otherwise. It proved a great success and my business grew by leaps and bounds.

"At the present writing I am opening a new store and have adopted the cash plan because I think it is the popular way to do business. It is evident from the way people patronize the catalogue houses that they prefer buying for cash.

"So far here everyone has given his approval of the cash system, and in the few weeks I have been here I have not had a single request for credit.

"The advantages of doing a cash business are so many in my favor that I would not entertain any proposition from anyone to do credit business. It is the only solution of the catalogue house competition. I have been an ardent reader of articles and solutions published in the Hardware magazines, and have decided that it is better to pattern somewhat after catalogue houses than to spend any time fighting. They are good business men and have a good system.

"I believe that if all merchants did a strictly cash business, the same as the catalogue house

does, that very few people would send away for goods.

"A merchant can sell cheap goods, as cheap as they do, with freight added, and still retain a good profit.

"The cash system eliminates a host of expenses and puts a merchant in position to sell much cheaper; I will not attempt to enumerate them, as most merchants know, or ought to know, what they are.

"I do not give credit to rich or well known parties any more than a catalogue house does. Everybody is alike to me, and I can go home at night and feel that all is well and in my possession.

"If I cannot make a success with a cash store then I will give up the Hardware business and go down to Chicago, and work for some of those catalogue houses and learn how to do business before I start again.

"If the above reasons for doing a strictly cash business are not enough to induce a merchant to adopt it, I will give many more.

"If you would be happy, I say, do a strictly cash business.

C. A. BERGH.

Who Should Stand the Expense?

In your issue of September, on page 451, we see an article, "Who Should Stand the Expense?" This article comes from a retailer and is asking the trade their opinion as to who should stand the expense on defective goods. We would like to place ourselves on record on this question. The retailer should not be compelled to stand any expense either of shipping or reshipping where goods are imperfect or don't stand up to manufacturer's guarantee. We hold a manufacturer's guarantee should relieve the user, retailer or jobber from any expense whatsoever incident to the return or exchange of inferior or imperfect goods, and any manufacturer who expects his customer to share this expense with him is, in our opinion, too weak-kneed to last, it being, of course, demonstrated beyond question that returned goods are inferior or defective in workmanship or quality.

MASSACHUSETTS SAW WORKS,

F. Bradford, Jr.

Chicopee, Mass.

A Fishing Tackle Window Display

The Murphy-Maclay Hardware Co., Great Falls, Mont., recently got up a fishing tackle window display which they state was a great success. A scenic background was used. In the foreground was a dummy dressed in

sportsman's clothing, just in the act of landing a fish. In the foreground was a pool of real water, the banks of which were made of sand and boulders. In the pool were placed a few water plants. The balance of foreground was made of sand, rocks and potted plants. In this foreground were placed samples of fishing

and the left of the centre, the fish can be seen rising out of the water. A line was fastened to the mouth of the fish and to the pole of the fisherman. As the fish went under the water it pulled the pole down in a lively manner, and slackened again as the fish rose. The upper part of the window was trimmed with



FISHING TACKLE WINDOW DISPLAY BY MURPHY-MACLAY HARDWARE CO., GREAT FALLS, MONT.

tackle. The star attraction was the fish darting in and out of the water. This was accomplished by having the fish attached to an arm fastened to an axle under the water. This was operated by an electric motor. The mechanical parts operating the fish were all concealed. By looking in the extreme foreground,

the limbs of trees, to which were fastened artificial green leaves. The display created a great amount of curiosity and attention, and the sidewalk in front of the window was continually crowded during the day and evening. The display was the work of Henry Dieterle, the concern's window trimmer.

PROMOTION OF HOLIDAY BUSINESS

GET AFTER THE WOMEN'S TRADE—ADVERTISE YOUR SPECIALS—YOU CAN MAKE KNOWN YOUR WHOLE STOCK—DO NOT OVERLOOK DECORATIONS—GIVE PROMPT SERVICE.

How to increase the business during the last few months of the year is ever an interesting problem. Many merchants call it the "holiday trade," and as such exert their energies in many directions. Newspaper announcements are taken out of the stereotyped condition and a good injection of holiday vim put in. Special booklets and folders are circulated. Store windows, above all other things, should be made compellingly attractive. Brighten up the interior of your store; remove the prosaic look. Get in some holly or evergreens. A touch here and there in your stock will cause

mas. Several seasons we have put out a booklet. This kind of advertising is just about like all advertising that we do—that is, it is almost impossible to know what advertising does pay, but as the general results are satisfactory, we keep on advertising.


We do not expect to get out a booklet this year, but undoubtedly we will do some special advertising, as it is always our endeavor to make Barrett Hardware Co. just as prominent with the public as it is possible. We pay particular attention to our window trimming at Christmas time and try to trim up the whole

*The cup that cheers
Without the difference in the morning.*

"Universal" Coffee Percolator


Makes Delicious Coffee Every Day—The annoyance of having a fairly good cup of coffee one day and not quite so good the next is entirely eliminated by using the "Universal" Percolator. With this automatic process you may always depend upon your coffee being uniformly delicious.

It keeps the good in.
It shuts the bad out.



Made of Pure Aluminum / Genuine Ebony Handle. Operates successfully on any range, above or below, also on the Universal Alcohol Vapor Stove.

No. 54	Colonial Pattern	4 Cups	\$3.00 each
No. 56	Colonial Pattern	6 Cups	3.50 each
No. 59	Colonial Pattern	8 Cups	4.00 each
No. 614	Colonial Pattern	14 Cups	4.50 each



*What are little girls made of?
Sugar and spice and everything nice—
That's what little girls are made of
(Of course of course)*

Some boys Put **BARRETT** skates on
Some Girls them—and then let them skoot
Some ice —Mix thoroughly—more mix
Some skates —more fun

If they're from Barrett's they're good.
If it's from Barrett's it's a Bargain.

Boys' Skates 50c and Up. Girls' Skates 75c to \$3.00.
Snow Skates \$3.00.

PAGES FROM LAST CHRISTMAS BOOKLET OF BARRETT HARDWARE CO.

people to sit up and take notice. Because you cannot decorate your store as nicely as the department store is no reason for giving up the idea. Remember, the vast majority of people who visit your store are there for the purpose of spending money. If you don't get your share, it's your fault.

The many practical experiences that follow are full of "meat in the cocoanut."

Christmas Trade Heaviest of Year

We think that the heaviest weeks in our history have always been just previous to Christ-

mas. We do not believe it pays to go very much outside of the regular Hardware lines, at least that is our experience.

BARRETT HARDWARE CO.

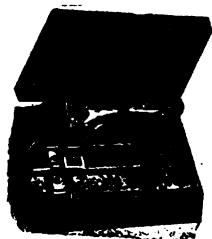
Go Right After the Women's Trade

We surely do go after the holiday sales. We double our line of pocket cutlery, carving sets and table cutlery. We have our sporting goods stock at top notch, and our buyer takes every novelty that we can handle (in quantities we can surely clean out) to increase our business.

All the ordinary Hardware is put back, so we can have more front room for the essentially holiday trade. We go after the women's trade at that time of year with circulars by mail, quoting prices, and with list of goods. Advertisements in newspapers and show windows kept up to the limit from November 1 to December 24. As for show windows, they are the best form of holiday advertising we can find. True, our mail advertising is sent directly to the woman of the house our mailing list is kept

have goods in our stock that are suitable gifts for every member of the family. We have sometimes put out a circular devoted to this line of goods; and which we have placed in the hands of people by local distributors. We have thought that we obtained as good results from daily and weekly papers at less expense than we did by the other method of advertising. We endeavor to get out something each year which is a little different in display than that which we have used in previous seasons,

80 WM. F. WALTER'S SONS, 1233 MARKET ST., PHILADELPHIA



"STAR" RAZOR SETS Combination Set.

This case is designed to hold one "Star" Safety Razor, one Shropping Machine, with detachable handle, and one diagonal Spring Strip. The case is a muslin covered box, with telescope cover, and makes a convenient outfit at a moderate cost.

Price \$4.50



THE "STAR" JEWEL CASE This is an elegant Morocco Case, satin lined, containing one Star Safety Razor with one blade.

Price \$2.00

Set No. 5. Contains one Safety Frame with two blades, elegantly finished in morocco case.

Price \$3.10

Set No. 6. Same in all respects as above, containing three blades.

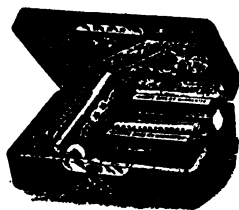
Price \$3.95

Set No. 7. Same in all respects as above, containing four blades.

Price \$4.10

Set No. 8. Same in all respects as above, containing five blades.

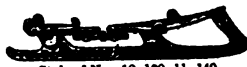
Price \$5.05



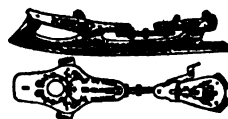
WM. F. WALTER'S SONS, 1233 MARKET ST., PHILADELPHIA 65

AMERICAN CLUB SKATES

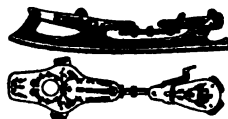
Our stock includes Peck & Snyder and Barney & Berry skates of the latest style and highest grades. Ladies and Gentlemen's American Club. All Clamp, Hockey and Racing Skates. Below we give only a few of the styles we have in stock.



Style of Nos. 10, 100, 11, 140



No. 12



No. 15



No. 2 R. Ribbed runner, nickel-plated, American Club. (Cut shows cross section of runner). Price \$3.50

No. 10. Rolled Steel Runners. Other parts cold rolled steel. Bright finish.

Price \$.60 per pair.

No. 100. Same as No. 10. Nickel-plated.

Price \$1.25 per pair.

No. 11. Runners best cast steel, hardened and nickel-plated.

Price \$1.75 per pair.

No. 140. Welded tool steel runners, hardened and tempered, nickel-plated.

Price \$2.50 per pair.

No. 12. Heel and toe plates of best quality cold rolled steel. Finest grade welded tool steel runners tempered, and edges beveled and ribbed. Engraved toe and heel plates. Entire skate nickel-plated and buffed.

Price \$3.50 per pair.

No. 15. Heel and toe plates of highest quality cold rolled steel with bevel edges. Runners of best welded tool steel tempered, and edges beveled and ribbed. Toe and heel plates handsomely engraved. The whole skate highly polished, nickel-plated and buffed, and is one of the finest and hand-somest skates made.

Price \$5.00 per pair.

PAGES FROM RETAIL CATALOGUE ISSUED FOR HOLIDAY TRADE.

up O. K., and can only be worked up by care and a constant checking of customers, etc.

DALAND & Co.

Keep Gift Goods for Every Member of Family

In handling holiday business we put in a line of toilet articles with our regular line of cutlery and household implements, which are our regular stock, and for two or three weeks before the season opens we devote our advertising space in the newspaper to the subject of holiday goods, bringing out the point that we

using such electrotypes as illustrate a part of the goods which we advertise.

BURLINGAME & DARBY'S Co.

Attend to Decorative Part

For holiday times we liven up our newspaper advertisements and dress our windows with extra care and attention. We try to have the windows and store bright and shining for this special time of the year. We think it pays to attend to this decorative part of the business at holiday time and never fail to do it.

J. B. SIBLEY & SON.

Increase Business by Newspaper Advertising

The only extra advertising we do at this time is through the newspapers. We commence about two weeks before Christmas and

three or four different issues, and we find that we have greatly increased our holiday business by doing this. Our cash sales during the holidays have been increasing steadily every year, and last year we had the biggest cash

TO PROPERLY PREPARE THE THANKSGIVING FEAST,

Every kitchen should be supplied with up-to-date utensils. We mention below only a few of the many patience, labor and time-saving devices that we are showing in the Kitchenware line



Universal Food Choppers

Chop all kinds of meat, raw or cooked, and all kinds of vegetables and fruit into clean-cut, uniform pieces, fine or coarse, as desired, with great rapidity. Prices:

\$1.00, 1.25, 1.50, 2.00

Lisk's Enameled Roaster

Is made of fine quality steel, covered with three coats of Imperial Enamel, and is warranted for ten years.

It is the only up-to-date sanitary roaster on the market. It will save one-half the labor in cooking, and 20 per cent in the weight of meat over any other roaster made.

We fully guarantee every roaster to do all we claim it will, or we will refund the purchase price.

Made in three sizes:

\$1.75, \$2 and \$2.25 each



THE COLUMBIA

FAMILY SCALE

Will be found very convenient for use about the kitchen just at this time. These weigh 24 lbs. by ounces, and are well made and accurate. Special Thanksgiving price

\$80 each

Never-Burn Drip Pans

Have steel rods beneath the pan which raise it from the oven bottom, giving an air space for ventilation and preventing burning.

We have them in five sizes at 3", 3 1/2", 4", 4 1/2", 5"



To properly carve the bird you will require one of our Fine Sharp Carvers. We have a big assortment of them in two, three and five piece sets, at from

\$1 to \$10

"B. W." Drip Pans

Made of heavy smooth steel, dark blue in color, full 2 1/2 inch deep, neatly wired corners, turned flat. Well made in every way.

The best pan for the money on the market. Prices: 12, 15, 25 and 35c

See our line of Royal Steel Roasters at \$1, 1.25, 1.35 and 1.50. This is the best polished steel roaster we know of.

Headquarters for Universal Bread Makers

Percolators and cake makers, aluminum cooking utensils of all kinds, enamel ware, wire goods, nickel ware, etc., etc.

See our line of Troy Roasters

at 50, 65 and 75c. They are big value for the money.

FOSTER BROTHERS,

Tel. 11

The Hardware Dealers, 162 Main St.

Open Monday, Friday and Saturday Evenings.

use extra space in both of our local daily papers, and also in two weekly papers published in nearby towns. In the leading daily paper we generally have from one-quarter to one-half page of extra advertisements for

sales the day before Christmas of any day since we have been in business.

We are using general advertisements all the time. We send you an advertisement of a special sale of Thanksgiving goods which we

found greatly increased our business for this particular time. We also send a copy of one of our special enamel ware sale ads. of March 9, this year. This proved to be the biggest sale which we have ever had in this line, of goods, as we sold over 800 pieces of enamel and tin ware. While we did not make a big profit on this sale, we were well pleased with what we did make, and believe it proved a big advertisement for us, as it brought a great many new customers into the store, and a good many people bought other goods at this time as well as the special sale articles.

FOSTER BROS.

Christmas Booklet Advertising

Harmany Bros., Mattoon, Ill., got out a dainty Christmas booklet for influencing holiday trade a year ago. We reproduce some of the pages herewith. The booklet was 5x9 inches, and it was bound together with holly ribbon with dainty bow knot. On the front cover was a handsomely gowned shopper stepping into her private carriage after making

complete and adding a little touch of beauty all its own.

The aluminum pieces though a bit more expensive than any other kind of ware, are so far superior and are so different in composition that they are everlasting.

The nickel tea and coffee pots, etc., are the best in this particular class.

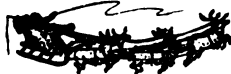
We stand ready to make good any piece which proves imperfect, as do we also with the aluminum ware.

KATES: States: Where can one get more fun and healthful enjoyment than in skating? And what is Christmas without them? For boys and girls look forward to Christmas as skating time.

You will find us ready with skates of every description, for boy and girl the common, pointed and nickel plated ones, while for the very "little tot" we have the safety boots.

The prices run from 75c to \$4.00.

We also carry skate sharpeners and straps.



It matters not whether it be the grown ups or the children, all of us look forward to Christmas time with more or less interest as a time of many joys, inasmuch as all of us give and all of us receive, be it little or much. The pleasure is as much in giving as in receiving, and with the grown ups and the "little tots" are looking forward to and getting presents ready for some friend, relative or loved one.

We have taken great pains this year in getting together all the good things in our line that we thought would make suitable Christmas gifts.

We now ask you to take a little trip with us through our store.

We will first stop at the cutlery case, where we have done our utmost in getting some of the finest patterns of pocket knives that could be found, for what can be more appropriate for father or son than a pocket knife? A good pocket knife is appreciated by every

PAGES FROM HARMANY BROS.' BOOKLET.

holiday gift purchases from the store of Harmany Bros. For the most part there were half tone illustrations inserted in the side of text pages, such as razors, scissor sets, carvers, chafing dishes, coffee percolators, etc. The text is very readable. The line drawings are the work of Mrs. P. C. Harmany, and these contributed much to the attractiveness of the booklet issued by "The House of Quality," which they put underneath their name signature.

Hardware Store Should be the First Thought Of

The promoting of holiday business should appeal to every Hardware dealer, and does us, especially. By the generous use of the news-

papers, special window displays, constantly changed, we have about doubled our business during the holidays. While this is encouraging, we are still not satisfied, as we think the Hardware store should be the first thought of in making holiday purchases.

H. E. CLARK & Co., LTD.

Steadily Increasing Holiday Business

We promote our holiday sales entirely by newspaper advertising and show window decorations. We have never tried circular adver-

Good Things for SANTY To Bring Down the Chimney

IT'S puzzle, puzzle, puzzle—think, think, think—my, what a worry Christmas is, when you don't know what to buy!

The best way to smooth out the wrinkles of perplexity is to come to where is displayed the broadest and richest collection of gift-things to be found in this great city.

Then here is a little long-distance help which the splendid stocks suggest:

Gifts for Men Gifts for Women Gifts for Girls

It's Not "Good Time Yet, Santy"

A CATCHY DESIGN FOR HOLIDAY ADVERTISING.

tising for this class of work, but are figuring on getting out something especially along the line of a holiday catalog, but it will not be ready for Christmas this year. We have increased our holiday business more than 400 per cent. in the last four months, and expect to increase it still further.

CHURCHILL HARDWARE CO.

For the "holiday" business I only advertise my cutlery, etc., lines very extensively, and use a five-inch double-column ad. in the daily papers, changing the ad. every day. I think the papers are the best means of reaching the public.

ARTHUR C. LAWSON.

We get up a special holiday advertisement, calling attention to our different lines, and usually get out a special circular, which we have distributed. Our candid opinion is that the circular, "using cuts of as many articles as possible," is the best method of advertising for the country town.

W. G. CLARK & SON.

Use Daily Newspaper Advertising

We advertise in the daily newspaper with a regular ad. and also make an attractive window display, which we think draws as much trade as any advertising we can put before the people. We would like to know a better way of advertising "holiday" goods.

C. H. DWINELL.

Combining Advertising with Other Merchants

We enclose a small booklet which was mailed to the ladies in our town and vicinity during the last holiday season. We believe we derived some benefit from it. This year we have not yet decided what will be done, but shall follow up some of the ideas that we started on in previous years. We are now arranging a large booklet with seven other firms, each in a different line, with which a house to house canvas will be made. We hope to cover 3,000 homes outside of our own town within two weeks.

WM. M. LEE.

Editor's Note—The booklet referred to was 3¼x6 inches, and contained, in alphabetical order, quite a list of goods carried in stock, which would make suitable Christmas presents.

Holiday Stock Especially Attractive

We think that great care should be taken to make the holiday stock especially attractive, the best possible service given to the customers, and, in addition to this, the use of a little printer's ink is helpful. We enclose you a "New Year's Greeting." We meet with some degree of success with the above efforts.

THE SHANNAHAN & WRIGHTSON HDW. CO.

Editor's Note—The Greeting is in the form of a four-page folder. It would have been far more effective, in our opinion, if but a quar-

ter of the topics had been enumerated. The majority of successful merchants treat of but a few items at a time.

Unusual Opportunity to Advertise Whole Stock

There are only two or three points emphasized at the holiday time. We get all our most attractive goods in sight. We strive to have our goods just a bit better than any others in town, and have all well arranged, ready for sale, early in the season.

We look upon the fact of there being a greatly increased number of persons in our store at this time of the year as an unusual opportunity to advertise our entire stock in trade. In this we figure that we are doing business for the future, as well as for the "holidays."

J. & G. E. DOANE.

"Christmas Goods at Next Week's Prices"

Our methods of getting business during the holidays vary but little, in general principle, from those employed throughout the year. An extra effort is made, of course, to attract customers:

(1) Additional space is taken in the newspapers, daily changes being made, as usual, in our ads., with detailed descriptions of all articles advertised, with prices. The word "Christmas" is prominent in all these ads.—"Christmas Carvers," "Christmas Cutlery," "Christmas Cameras," "Toys for the Boys," "Gifts in Games," "Gifts in Guns," etc.

(2) For weeks ahead we use special circulars which are placed in every package wrapped up in our bundle department.

(3) The section of our mailing list taken up with last year's customers about this time is vigorously circularized.

(4) All our holiday goods are grouped together and special sales forces are taken on.

(5) Prizes are offered to our employees for best "suggestions" offered in a given period, best arrangement of stock, etc.

(6) Emphasis is laid on the fact that all goods excepting toys may be exchanged after the holidays—thus offering an aid to the solution of the "duplicate gift" problem.

(7) Just before Christmas our advertising slogan is "Christmas goods at next week's prices."

(8) Extra efforts are made to have attractive windows.

(9) We also make a feature of "Delivery as Desired."

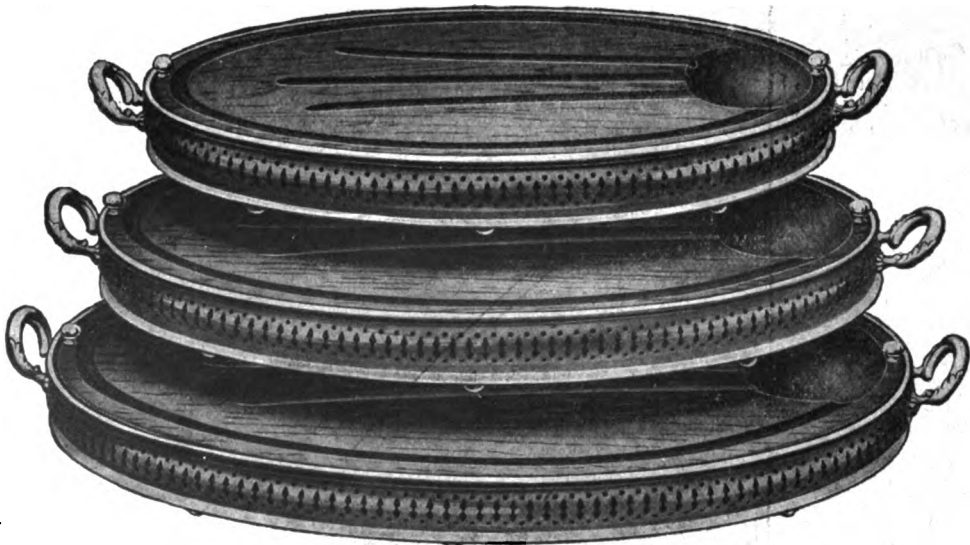
"LITTLE JOE'S."



Planked Shad Holder

Manning, Bowman & Co., Meriden, Conn., with New York office at 25 West Broadway, are placing on the market the Planked Steak and Shad Holder, illustrated. This is a new and popular article, and while planks have been made for a long time for cooking steaks

Steak Holders in sizes $14 \times 9\frac{1}{2}$, $16 \times 9\frac{1}{2}$ and $18 \times 11\frac{1}{2}$ inches. Both kinds of Holders are furnished in either nickel or silver plate. The solid oak planks are also furnished separately when desired. They have plated knobs, so that they can be easily removed from the frames.



STEAK OR PLANKED SHAD HOLDER.

and fish on same, it is only within a comparatively short time that they have been used in an ornamental manner, as shown in the illustration, mounted in silver or nickel-plated frames. These frames are composed of hard metal, and are especially designed for serving planked steaks, fish, etc., being arranged so that the planks can be removed when not in use. This article is becoming quite popular, not only for home use, but in first-class cafés, etc. The Shad Holders are furnished in three sizes, 14×6 , 16×7 and 18×8 inches, and the

"Stewart" Clipping Machine

The Chicago Flexible Shaft Co., 180 Ontario street, Chicago, Ill., are manufacturers of the No. 1 "Stewart" Horse Clipping Machine, illustrated. The ingenious mechanism that changes the slow motion of the crank handle to the high speed necessary for the knife, is all encased in a metal cover. This protects the gearing from every kind of dust and dirt. The gears are all cut from solid steel and made file hard. They run constantly in oil, which reduces friction and wear to the

minimum. The makers guarantee the driving mechanism for twenty-five years. Each Machine is fitted with six feet of a new style oil-tempered steel flexible shaft and it has the "Stewart" one-nut tension knife. The device runs easily and clips fast. It stands 39 inches



"STEWART" CLIPPING MACHINE.

high over all and weighs 36 pounds boxed. It can be boxed into small space and can be readily carried anywhere. The latest factory equipment enables the concern to place these and other clipping and grooming machines on the market at a low price, and at the same time affording dealers a good profit.

all they furnish 250 different patterns of these Carvers.



"STEWART" CLIPPING MACHINE IN USE.

"Taintor" Saw Set Sign

John H. Graham & Co., 113 Chambers street, New York, have brought out the "Taintor" Positive Saw Set Sign, illustrated. It is a metal hanging sign suitable for hanging in a window. It is 5½ x 9½ inches, and



"TAINTOR" SAW SET SIGN.

The Lamson & Goodnow Co., Shelburne Falls, Mass., with New York office at 45 Murray street, are sending out a large folder, showing a few of the many styles of "Anchor Brand" Carvers which they manufacture. In

is embossed. The lower edge has two chains, one ending in a loop, and the other in a hook. By this means a Saw Set can be taken from stock and hung on the sign, thus displaying the tool itself.

"Thayer" Reclining and Folding Go-Cart

The H. N. Thayer Co., Erie, Pa., are manufacturers of the Reclining and Folding Go-Cart, illustrated. It is supplied with auto gear, seamless tube handles, white enameled or rubberoid cross handle, and has 12 x 4-



GO-CART FOLDED.

inch rubber tire nutless wheels. The Cart is fully upholstered in repp. All gears and wheels are furnished in green enamel finish unless otherwise specified. The parasol is lace covered, dotted mull or satin. The company makes these Go-Carts and Baby Carriages in all styles and sizes and make up about 150 different designs each year. They are con-



"THAYER" RECLINING AND FOLDING GO-CART.

tinually adding new features to the gears, bodies, etc. Every part entering into the Go-Carts and Carriages is made in their own factory, and they are not delayed in shipments by being supplied from outside sources. Par-

ticular attention is being given to a cheap line of Go-Carts for the coming season. A very large export business is being done.

The Benedict Mfg. Co., East Syracuse, N. Y., have purchased the Onondaga Metal Shops at Syracuse, and have moved them to East Syracuse, where a special factory has been built, and which will be known as the Benedict Art Studios. The line will consist of hand-wrought copper, brass and iron, made in Lamps, Lanterns, Chandeliers, Candlesticks, Umbrella Stands, Jardiniers, etc.

"Eureka" Electric Sad Iron

The W. J. Barr Electric Mfg. Co., 24 South Water street, Cleveland, O., are placing on the market the "Eureka" Electric Sad Iron, illustrated. This Iron is substantially constructed and current can be taken from direct or alternating systems. The heating element used conducts the heat to the point as much as to any other part of the Iron. By a special composition of asbestos cover the heat is confined to the bottom, keeping the top of the iron cool, and therefore reducing to a minimum the loss of heat due to radiation. This Iron will stand considerable chilling caused by wet spots in the goods because there is a



"EUREKA" ELECTRIC SAD IRON.

reserve of heated material. Four minutes after turning on the current the Iron is ready for use. Each Iron is fitted with seven feet of cord, which may be attached to any socket in the house where there is electricity used. It is nickled and has a half-inch asbestos top which keeps the heat away from the handle. A special feature is the connecting cord protector, a patented device that keeps the cord from wearing and breaking at the point where it enters the body of Iron. Irons varying from 3 to 30 pounds are supplied. The 3½-pound Irons are designed for travelers who use them to press light shirt waists, babies' dresses, etc., in hotel rooms. The 5½-pound Iron is recommended for household work.

"Wiss" Scissors

J. Wiss & Sons Co., Newark, N. J., have issued a booklet entitled: "Holiday Suggestions from Wiss." In it are illustrated some

Lever Spring Holder Hunting and Fishing Knife, illustrated. The cut shows the lever partly opened. The prominent feature is that when the blade is open and the lever closed



No. 5A "WISS" SCISSORS SET.

new methods of putting up Shears and Scissors for the holiday trade. Placing Shears and Scissors in jewelry boxes, as shown herewith, and to a greater extent in the booklet, is a new and practical way to do up these goods at a reasonable price. This Scissor Set comes in genuine and imitation leather case, and the contents are varied. The book can be had upon request.

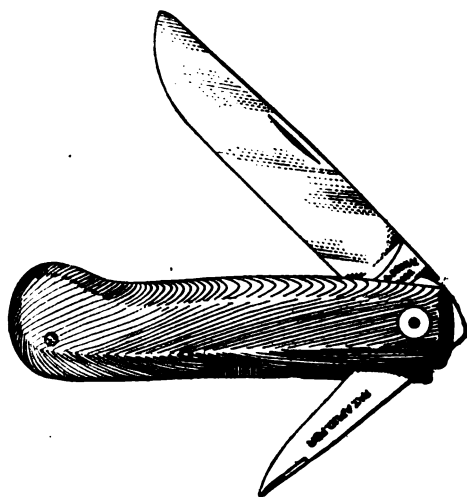
The Bristol Co., Waterbury, Conn., have established a branch office at 753 Monadnock building, Chicago, Ill., from which rush orders can be filled when necessary, thus saving several days in delivery.

Wiebusch & Hilger, Ltd., 9 Murray street, New York, have been appointed sole United States agents by James Chesterman & Co., Ltd., Sheffield, England. The agents will carry a large and well-assorted stock in New York of all the popular patterns of Tapes, and in addition a well-assorted stock of Rules and small tools. Special price lists will be mailed to dealers upon request, and quotations will be furnished to the jobbing trade.

Lever Spring Holder Hunting Knife

Kraut & Dohnal, 168 South Clark street, Chicago, Ill., are offering the trade the patent

the blade of knife is held in place and cannot close on the user. Sportsmen will at once see the value of a knife of this kind. The blade can be opened without touching the



LEVER SPRING HUNTING KNIFE.

lever, but to close the blade when once opened the lever must be pulled out, as shown in the illustration. The firm are manufacturers of a complete line of Cigar Makers' Cutting Tools

"Prometheus" Electric Cooking and Heating Apparatus

The Prometheus Electric Company, 236-238 East 43d street, New York, are offering the trade a variety of Electric Cooking and Heating Utensils, which, in this age of electricity, will form a welcome addition to the stock of the Hardware dealer. Of the many devices made by them, a very practical and convenient utensil is the Food and Water Heater. These Food and Water Heaters are entirely self-

**"PROMETHEUS" ELECTRIC IRON.**

contained and require no separate stoves or attachments. The heat-producing electric resistance is placed in the lower part of the Heater—directly on the inside bottom, and the contents of the Heater are heated rapidly to the boiling point. A quart of water can be boiled in six minutes at an expense of less than half a cent. This compares favorably with the cost of gas or alcohol. The Heaters are made of seamless copper, quadruple nickel plated and silvered inside, and attachment to the circuit is made through any lamp socket

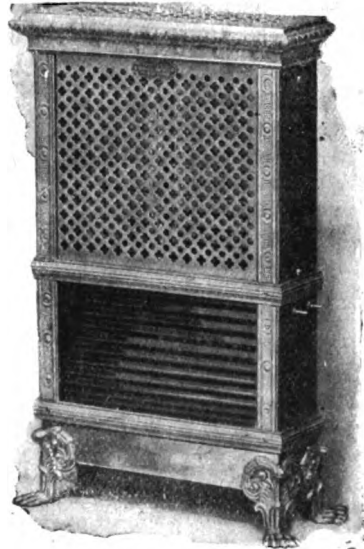
**"PROMETHEUS" FOOD AND WATER HEATER.**

by means of separable attachment cords. The Heaters are highly finished and very attractive in appearance. Their convenience for a multitude of small cooking operations in the kitchen, nursery or sick room is obvious.

The "Prometheus" Electric Irons differ in construction from all other Electric Irons in the market by being equipped with a flat mica resistance instead of wire resistances. The resistance or heating unit is placed directly on the bottom of the Iron, where it is secured by a heavy cast iron plate. The heat generated by the resistance is transmitted to the bottom

only, and there is no loss through radiation. The Iron heats up instantly and the cost of operating same is extremely moderate. Two seven-pound Irons used alternately for continuous work can be operated at an expense of about 5 cents per hour. Separable attachment cords are used with these Irons, and, as in the case of Food and Water Heaters, the Irons are ready for instant use at any time, and offer a great convenience to the household: who uses electric current. The Irons are substantially made of cast iron and are nickel plated and highly finished.

As an auxiliary Heater for chilly mornings and evenings "Prometheus" Air Heaters should

**"PROMETHEUS" AIR HEATER.**

be found very convenient. They are very ornamental in appearance and are practical and efficient Electric Heaters. The construction is such that rapid circulation of air is insured, and the heating is accomplished by circulation of the air rather than by radiation. A red lamp placed inside throws a ruddy glow on the copper reflector in the open part of the Heater, giving the illusion of a fire. The heating resistances are flat, metal encased, mica units, are placed on racks in the upper part of Heater. Cold air is drawn in at the bottom and comes out heated to a temperature of 400° F. at the top. The cast iron parts are finished in oxidized copper or nickel plating. The sheet iron parts are enameled in black or other colors. These Air Heaters are as light and portable as small gas stoves and can be used as auxiliaries in the same manner. They offer, of course, the advantages of all Electric Apparatus, viz., the total absence of smoke, soot and odor.

Small 50-Ampere Dry Cell

The French Battery Co., Madison, Wis., are placing on the market the "Auto Special" Dry Battery. It has been brought out to meet the demand for dry batteries of small bulk and yet of sufficiently reliable power and to continuously supply the sparking devices of automobile internal-combustion engines. Although this cell is but 2½ inches diameter and 6 inches



SMALL 50-AMPERE DRY CELL.

high, it is said to show an initial current of 50 amperes and to have an unusually high recuperative power, as shown by tests. Owing to severe requirements this type must satisfy, the demand for it is necessarily limited to a special class of work, in which considerations of high amperage and recuperative power override considerations of economy. But other types of cells, with appropriate modifications

for each, are made by this company, in a decreasing series of amperages. For each class of work a certain type is adapted and its expense proportioned to the work in hand. To carry out this general principle each of the four types produced by the French Battery Company is built on lines peculiar to it and differs radically in construction from the other types. For annunciator and bell service a cell showing from 12 to 15 amperes is provided, called the "Bell" type. The "Telephone" type, the name of which designates its use, shows from 22 to 25 amperes, while the "Ignition" type, designed mainly for supplying the sparking devices of stationary gas engines and available for auto engines of not pronouncedly high requirements, shows from 32 to 35 amperes. Owing to the necessity for increased factory space, the French Battery Company has moved to Madison, Wis., and there erected a new plant of much greater capacity than the one it operated in Chicago.

"Schebler" Carburetor

The Excelsior Supply Co., 233 Randolph street, Chicago, Ill., are offering the trade the "Schebler" Carburetor, illustrated. It is adapted for use with automobiles and motor boats. It is made on thoroughly practical lines and is so constructed that it cannot be easily damaged. In its manufacture every possible precaution is taken to have every part up to a high standard of finish. These Carburetors are made in two models, Model D being the standard and coming in seven sizes from ½ to 3 inches. These Carburetors are made of brass, but can be made of aluminum

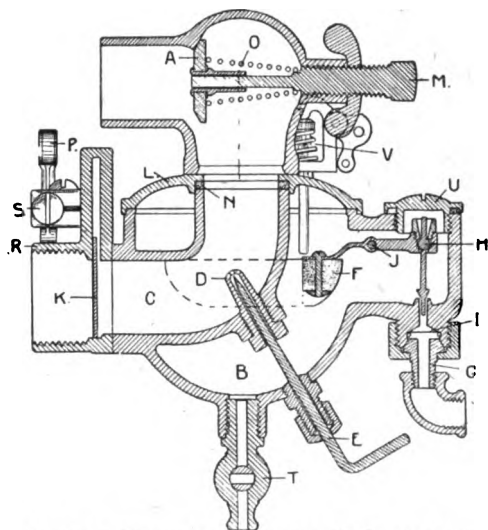


"SCHEBLER" CARBURETOR.

on special orders. The bowl design combines compactness with practicability, it serving for reservoir as well as having the mixing chamber embodied therein. The float is made of cork, heavily shellaced and hinged. Gasoline is supplied through a reversible union which permits the feed pipe to run in any direction desired. The throttle is made interchangeable with automatic air valve so that they can be

used on either top or side of bowl as occasion may require. The spray nozzle is placed at an angle, thus allowing the air to be drawn in either direction with equally good results. The needle valve in spray nozzle is made heavier than usual and with a longer lever or handle. A drain cock is placed in the bottom of bowl for cleansing purposes. The air valve can be adjusted and locked without the aid of tools. The location of the spray nozzle being in the center of the chamber eliminates the changes in the quality of mixture when ascending and descending hills, such as occurs in carburetors where the nozzle is located to one side of the

MODEL-"D".



SECTIONAL VIEW OF "SCHEBLER" CARBURETOR.

oil reservoirs. Neither does the mixture change while making turns. For boat work this Carburetor has been highly satisfactory, especially on speed boats in which multiple cylinder engines are used. Owing to their design they occupy very little space and

at different engine speeds. The regulation of the composition of this mixture either had to be effected by hand or was accomplished by more or less automatic devices that were far from satisfactory. In the "Schebler" this function is performed as follows: When the motor is running at its minimum speed, the air is drawn through an aperture of fixed dimensions. As the speed is increased and consequently the flow of gasoline becomes greater, more air is required, and this additional supply is furnished by the compensating air valve which opens more and more as the speed of the engine increases. The compensating air valve, when once adjusted, admits a regulated supply of air in accordance with a degree of vacuum produced by the piston of the motor.

The Eagle Coopers Works, Circleville, O., are sending to favored customers a neat leather combined card case, bill and memo book, with name stamped in gold.

The Starr Bros. Bell Co., East Hampton, Conn., in their latest catalogue and price list show their entire line of Bells for the saddlery and Hardware trade. In this 100-page No. 59 catalogue there are shown Locomotive Gong, and Single and Double Hammer Pull Gong Bells, Jingle Bells, Fog Bells, Alarm Door Bells, Rotary Door Bells, Turns and Plates, Buttons and Plates, Foot Gongs, Tea and Brass Hand Bells, Call Bells, Team, Dog, House, Turkey and Altar Bells, etc. The latter half of the book is devoted to a large line of Sleigh Bells and Chimes.

"National" Adjustable Window Ventilator

The National Ventilator Co., Chicago, Ill., are placing on the market the "National" Adjustable Window Ventilator, illustrated. This Ventilator is an adjustable panel, constructed entirely of steel and resting under the window sash. It is easily installed or removed by merely raising the window. It is purposely designed for the dealer's trade, being made



"NATIONAL" ADJUSTABLE WINDOW VENTILATOR.

can usually be mounted where some other makes cannot find room. One of the great disadvantages of many carburetors used heretofore has been the lack of a satisfactory method of securing a uniform mixture of gas and air

adjustable and fitting any window, eliminates special measurements and allows the dealer to carry them in stock. The manufacturers remark that wherever introduced the demand has increased.

Waffle Irons

Alfred Andresen & Co., Minneapolis, Minn., are offering the trade the heart-shaped Waffle Irons, illustrated. These Irons are made after the imported patterns and are very heavy, weighing ten pounds each. The two

**WAFFLE IRON.**

pans fit closely and for this reason they bake evenly, giving wholesome and easily digested waffles. The Irons revolve on either gas or ordinary stoves and are furnished with patent grease duct and detachable joint which insures cleanliness.

Samuel Harris & Co., 23 South Clinton street, Chicago, Ill., have brought out a pocket size catalogue of tools and supplies, for machinists and manufacturers.

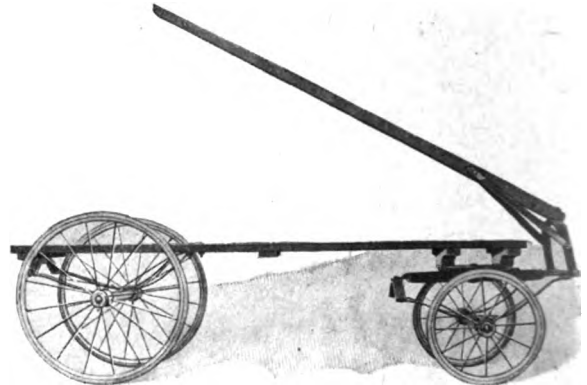
"Katy Flyer" Wagon and Sled

The Hill-Standard Mfg. Co., Anderson, Ind., are manufacturers of the "Katy Flyer" Coaster Wagon and Sled, illustrated. It is extremely light and easy to handle, yet is strong and well built. It is made in but one size, the body of which is 13 x 36 inches, 3½ inches deep. The rear wheels are 12 inches in diameter, with sixteen spokes; the front wheels are 8 inches diameter with twelve spokes. The tread is 16 inches. The wheel base is 2 ft. 3 in., and height from floor to body, 9½ inches. The platform springs are oil tempered and the rear axles are 9-16-inch square steel with 7-16-inch turned spindles to insure easy running. When used as a Coaster Wagon steel-tired wheels are used in preference to rubber tires, as they will coast much farther. The construction of the tongue is almost identical with that of the pole used for buggies. It can be used as a coaster with bed on or off. To remove the bed requires about a second to lift out the end gates, and the sides will then lay down and lift off. When

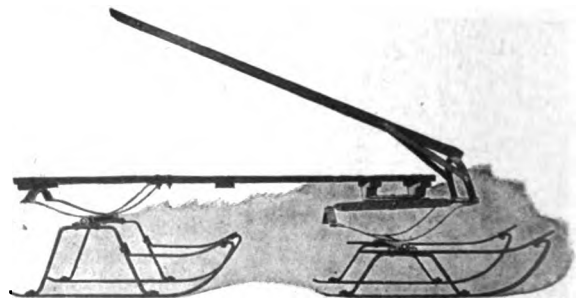
used as a coaster sled any boy can remove the wheels and put the runners on in a few minutes. The runners are neat, light and strong. They are held in place on the axle by the use of a malleable casting, the inside end of which has a square socket that covers

**"KATY FLYER" COASTER WAGON.**

the square portion of the axle, thus allowing the runner to have a slightly rotary motion, yet limited so that if the Katy-Flyer is lifted from the ground the runners will not swing

**"KATY FLYER," WITH BED REMOVED.**

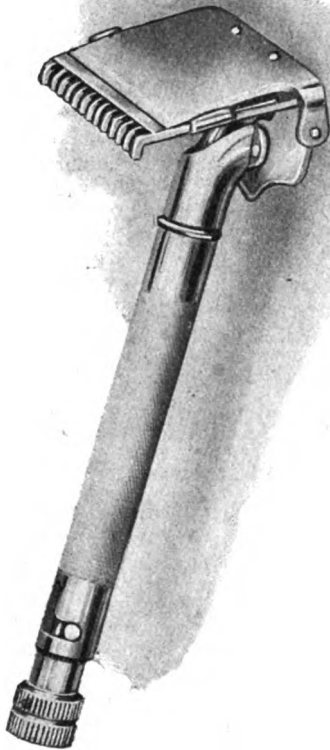
out of position. The concern are making improvements in their entire line, especially the finish. The paint and varnish are of high quality, but emphasis is laid on the striping.

**"KATY FLYER" AS A COASTER SLED.**

Their aim is to make the goods so attractive that any child when once seeing them will manifest the greatest desire for possession.

"Claus" Automatic Safety Razor

The Claus Shear Co., Fremont, O., with New York office at 7 Warren street, are placing on the market the "Claus" Automatic Safety Razor, illustrated. It is made of but few parts, and as all of these parts are connected they will not become lost. All parts of the frame are made of high-grade material, and it is genuine silver plated throughout. The blades are of the wafer variety and are easily put in and removed from the frame. Through the hollow handle runs a rod, at the lower end of which is a button. When it is desired to insert a blade the button is turned

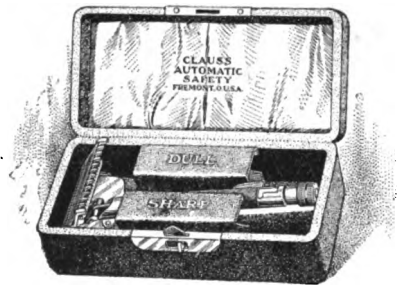
**"CLAUS" AUTOMATIC SAFETY RAZOR.**

to the left and pushed upward, which opens the razor frame, permitting of the placing of blade in position, after which the frame automatically closes, pushing the button back into its first position. Turning the button to the right keeps the frame locked, and the device is ready for shaving. The handle has a milled surface, which gives the user a firm grip. Twelve blades are furnished with each outfit, each blade being put into a separate sealed package. All the blades are put

through an antiseptic acid solution, so that the blades as well as the frames are antiseptic throughout. There is also a receptacle for the

**INSERTING BLADE IN FRAME.**

dull blades. The frame and blades are packed in a neat case, the inside being plush-lined and the outside a handsome Morocco. The

**"CLAUS" AUTOMATIC RAZOR OUTFIT.**

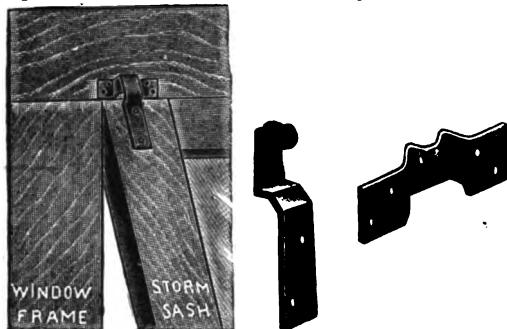
manufacturers report a very heavy demand for this Razor wherever introduced.

Nestor Johnson, 636 North California avenue, Chicago, Ill., has recently completed his new factory. With an increased capacity and modern equipment, he is now in position to promptly fill all orders for the "Nestor Johnson" Racing and Hockey Skates. His catalogue not only presents the line of Skates, but also gives Rules on Racing, hockey laws, etc.

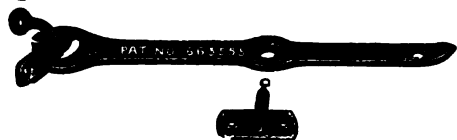
The Bridgeport Hardware Mfg. Co., Bridgeport, Conn., in their latest catalogue of Sliding Doors, present general and sectional views, showing how the fixtures are installed, how the door works, etc. A person stepping on the tread with the ball of foot while walking naturally, opens the door without exertion; the door closes by gravity. The device is applied to single and double doors.

"Sensible" Storm Window Hanger

The R. G. Winter Mfg. Co., Milwaukee, Wis., are manufacturers of the "Sensible" Storm Window Hanger, illustrated. The parts are made of malleable iron and are packed with black screws. They are of suf-

**"SENSIBLE" STORM WINDOW HANGER No. 1.**

ficient strength to hold any storm window. The peculiar construction forms an absolute lock, thereby preventing the window from being blown off the hooks in severe weather.

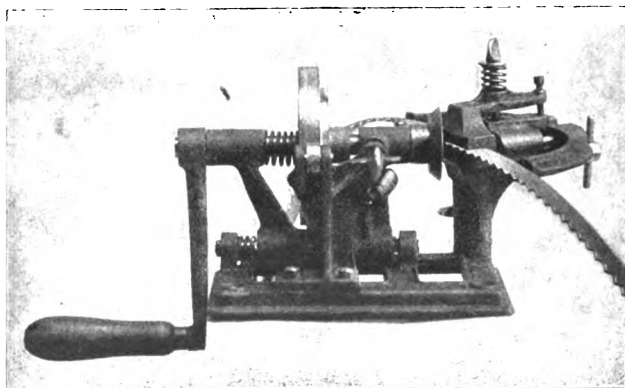
**"SENSIBLE" FASTENER No. 1.**

The window can be easily hung and taken off from inside the house. Fastener No. 1, which is 11 inches long, is finished in black japan or galvanized iron and packed with

without unscrewing. When used in connection with Hanger No. 1 or 2, it is a splendid device for ventilation and can also be used for screens. Invisible Hanger No. 2 is especially adapted for use on brick buildings.

"Ideal" Band Saw Sharpener

The Rotary File & Machine Co., 589 Kent avenue, Brooklyn, N. Y., are offering the trade the "Ideal" Hand-Power Band Saw Filing Machine, illustrated. It is similar in construction to the company's power machine, which was illustrated in our September number. This machine is adapted for filing small band saws, ranging in size up to and including saws with teeth $\frac{1}{2}$ inch from tooth point to tooth point, and $1\frac{1}{2}$ inches width of blade. The vise which carries the saw is clamped together by spring pressure sufficient to hold the saw firmly, yet allowing it to be slipped through as each tooth is filed. At each revolution of the file shaft the file is automatically withdrawn from engagement with a tooth, dropped back, and just as the smooth portion of its circumference reaches the saw, it shoves the saw along for the next tooth. The amount of this movement is regulated according to the size of the saw tooth by a thumb screw. The file is controlled by cams to only cut a certain depth each time, and this feature always insures accurate and even teeth. The construction of the vise makes it possible for a thick weld, and in fact almost anything but a break to pass through the vise without stopping the machine or injuring a tooth. This machine is claimed to save one-half or more of

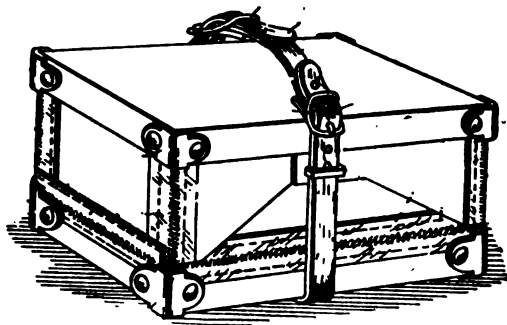
**"IDEAL" HAND POWER BAND SAW SHARPENER.**

screws. The eccentric slot pulls the sash close to the casing, and when closed the lever is in such position that it does not interfere with the inner window. A little slot contrivance enables one to detach the lever from the sash

the time of hand filing. If the saw, through negligence, is left in until it has passed the starting point, no harm is done. Any boy can learn to put in the saw in a few trials. The wearing parts are made of high grade steel.

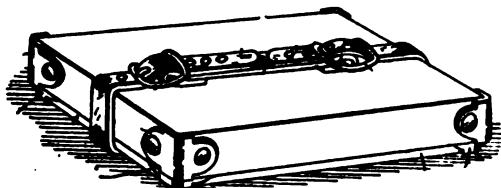
"Auto" Folding Lunch Box

The Atlas Mfg. Co., Hampton, N. H., are placing on the market the "Auto" Folding Lunch Box, illustrated. The side walls are hinged to the bottom of the box, and the flaps



"AUTO" FOLDING LUNCH BOX, SET UP.

are hinged to the upright margins of the end walls, overlapping the side walls and each other. Staples through the side walls pass through the overlapped flaps when box is set up. The strap passes through these loop



"AUTO" FOLDING LUNCH BOX, FOLDED.

staples; the strap being secured by means of a swivel permits it to be turned lengthwise of the box when folded. The Box when folded is about 1½ inches high, thus affording space to hold an empty bottle, a napkin, knife, etc.

"Radiumite" de Luxe Razor Strop

The Radiumite Co., 52 West Washington street, Chicago, Ill., are offering the trade the



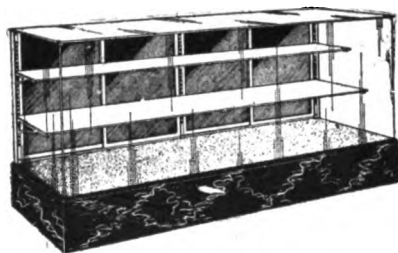
"RADIUMITE" DE LUXE SET.

"Radiumite" de Luxe Razor Strop sets, illustrated. It contains an extra long double Strop, with heavy nickel military swivel. The

de Luxe Razor is hand forged, hollow ground, with double shoulder and is handsomely polished and finished. The de Luxe Sets are sold in handsome dark green leatherette compartment boxes with hinged top, lined with tan and having a striking scarlet silk ribboned decoration. The company put out an individual Strop Case, with inner-seal moisture-proof package. The box is only a half-inch thick, but it is 27 inches long and 2½ inches wide. It is tan covered, the edges being piped with white. It is red sealed with a striking cream glazed label lithographed in tan. The Strop after being put in the moisture-proof waxed envelope is in turn wrapped in fine white tissue, before being boxed. Each Strop is thus kept flat, at full length, free from dust and dirt and protected from moisture or rust. Strops thus packed in individual boxes will not only keep straight and true in stock without injury from moisture or rust, but are most attractive to the prospective purchaser.

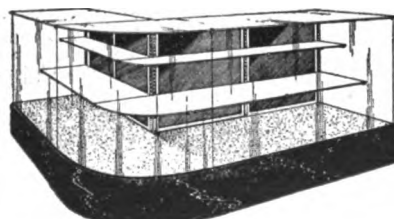
"American Beauty" Show Cases

The Grand Rapids Show Case Co., Grand Rapids, Mich., are manufacturers of the "American Beauty" Show Cases, illustrated.



"AMERICAN BEAUTY" SHOW CASE.

The construction is such that they will not break from natural causes. There is not a hole bored in the plate glass at any point. The makers state that they are placing these and similar Cases in many Hardware stores throughout the country, and by reason of



"AMERICAN BEAUTY" CORNER CASE.

giving better display to goods bring increased sales, thus paying for themselves within a short time.

"Eclat" Adjustable Hammock Swing

The Hohfeld Mfg. Co., Eighth and Dauphin streets, Philadelphia, Pa., are placing on the market the "Eclat" Adjustable Hammock Swing, illustrated. It is a new way of hang-

occupied with illustrations in four colors of their Hardware shelving shows in combination and separate Cabinets and Bases. The designs were made to fill actual requirements of diversified stocks, and the arrangement of the

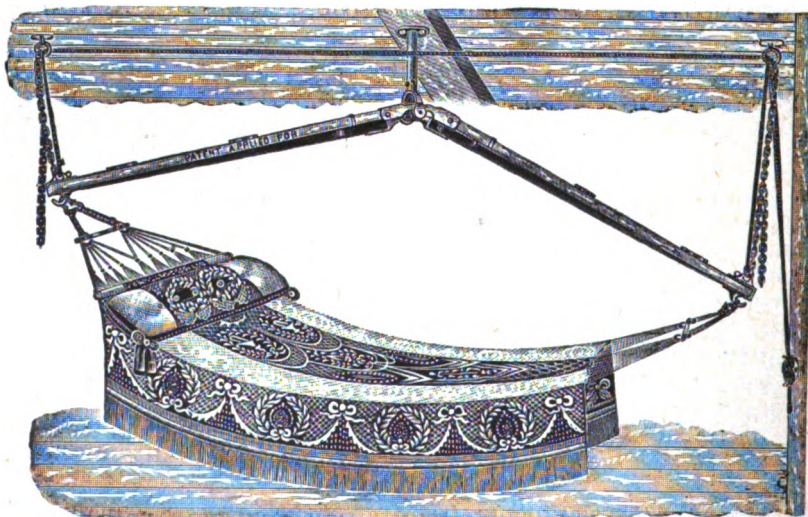


"ECLAT" ADJUSTABLE HAMMOCK SWING PULLED TO THE CEILING.

ing a Hammock suspended from the ceiling of the porch, the sitting room or den. It is adjustable, for when not in use it is pulled to the ceiling as one would pull up an awning. If it is desired to take the Hammock indoors, sim-

ply take from the hooks and pull the framework to the ceiling with the rope.

The E. A. Pflueger Co., Akron, O., has been



"ECLAT" ADJUSTABLE HAMMOCK SWING READY FOR USE.

ply take from the hooks and pull the framework to the ceiling with the rope.

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., have issued No. 120 Folder. There are twenty pages, fifteen of which are

incorporated with a capital stock of \$100,000, and will manufacture fishing tackle as soon as a suitable plant can be obtained and equipped. The president of the new company is E. A. Pflueger, who for a number of years has been associated with the Enterprise Mfg. Co., of the same city.

"H. & A." Junior Repeating Rifle

The Hopkins & Allen Arms Co., Norwich, Conn., are placing on the market the "H. & A." Junior Repeating Rifle, illustrated. It is a 22-calibre, take-down pattern, military style, bolt action, Rocky Mountain step rear sight and pin-head front sight. It is provided with a selected walnut stock with military butt plate and positive safety device to trigger, so that the rifle cannot be fired until the lever is home. The rifling is the company's im-



"H. & A." JUNIOR REPEATING RIFLE.

proved increase twist. All parts are drop forged and lock work is made of spring steel. This gun, which has a 20-inch barrel, and weighs 5½ pounds, shoots 22 short or 22 long or 22 long rifle cartridge. The magazine will hold 16 shorts or 12 long or long rifle cartridges, and the magazine will feed these cartridges if put in promiscuously. It can be used as a single shot as well as a repeating rifle. To operate the Rifle, raise the lever to top of barrel and pull back bolt until the hammer is cocked and then push the bolt forward and return lever to first position. The makers state that wherever introduced it is meeting with great success.

The Berger Mfg. Co., Canton, O., get out a little pamphlet in the interest of their Lantern department under the title of the "Berger Hustler." In the last issue there is quite a

items. Of course, there is some advertising matter relating to the "Berger" Lantern, but all in very readable form.

The West Haven Mfg. Co., New Haven, Conn., have issued a pocket size catalogue of the "Universal" Hack-Saw Frames and Blades, the "Utility" Hack Saw Frames and Blades, and "Universal" Power Hack Saw. These booklets are supplied to dealers with space for firm imprint on front cover.

Nitro Special Single Barrel Gun

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are placing on the market the Nitro Special Single Barrel Gun, illustrated.

It has an extra heavy cannon breech. The barrel is made of a high pressure steel with lugs swedged on the barrel, i. e., a part of the barrel, not brazed on, is of special construction with water table, and will stand the heaviest loads of dense powder; has the Stevens check hook to take up all wear, and prevents any strain on the forearm. It has a fancy patent snap forearm, is supplied either nickel-plated or case hardened, with a walnut stock, rubber butt place, top snap, coil mainspring, and is made in the usual lengths and gauges. The weight is from 7 to 7¼ pounds.

The No. 92 is the extractor gun, and the No. 97 is the ejector. It is higher in price than other single-barrel guns, and is claimed



NITRO SPECIAL SINGLE-BARREL GUN.

little matter pertaining to up-to-date lighting methods, how to avoid poor lights, suggestions for salesmen selling lanterns, and some minor

to be heavier, stronger, made of better material and more symmetrical than the usual single-barrel guns.

"Irish Mail" Hand Car

The Hill-Standard Co., Anderson, Ind., are the manufacturers of the "Irish Mail" Children's Hand Car, illustrated. The material used in the construction is steel and seasoned hickory, and they are sufficiently strong to sus-



"HOTTENTOT" CHILDREN'S WAGON.

tain a weight of 300 pounds. The line has been on the market for several years, and in that time their health-giving qualities have been thoroughly tested. The rowing motion gently exercises and develops the muscles of the body in a uniform manner.

struction and finish is the same as the "Irish Mail."

The "Hottentot" Wagon is especially for

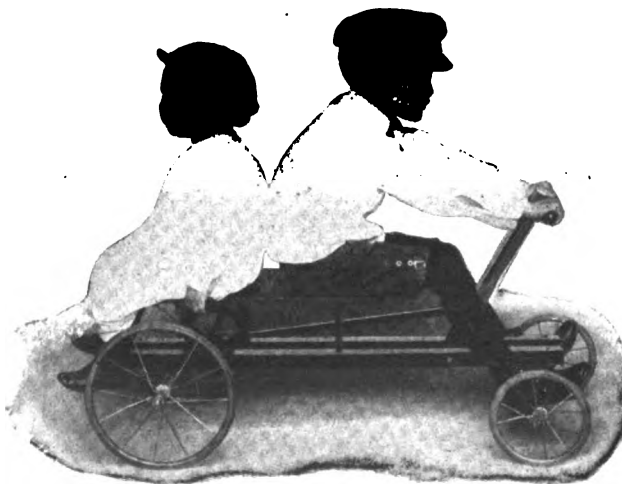


"FLYING DUTCHMAN" WAGON.

children between the ages of 2½ and 5 years. It is as thoroughly constructed as the other vehicles of their line.

The United States Handle Co., Piqua, O., issue a handsome catalogue of Farming Tool Handles and Ferrules. The company controls the output of twenty-five factories.

The Frank Mossberg Co., Attleboro, Mass., in their catalogue of Wrenches and Bells, lay special stress upon quality and excellence of design. For the most part the Wrenches are of the bicycle pattern, but find many other uses. There are chimes and handle bar Cycle



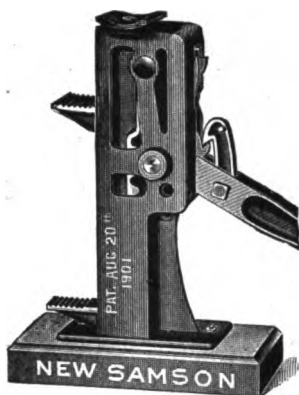
"IRISH MAIL" WAGON.

The "Flying Dutchman" is a two-seated or tandem car. It can be operated by either one or two children from either seat. The con-

Bells, together with Automobile Bells. The concern makes a specialty of sheet metal stamping.

"Samson" Auto Jack

The Oliver Mfg. Co., 203 Desplaines street, Chicago, Ill., are offering the trade the "Samson" Auto Jack, illustrated. This new Samson Jack raises on the down stroke only, and trips by throwing the handle to extreme height, or can be lowered notch by notch with the reverse movement, without working pawls

**"SAMSON" AUTO JACK.**

by hand. The standard has three brackets, thus giving an exceptionally large lifting range. It is instantly adjusted to any height by raising the standard with the hand. It is very rapid, and can be operated by hand or foot, and lifts easily. There is a strong wood base; 11 x 4 inches, which holds it steady. Besides general lifting, it is useful for raising

**"OLIVER'S" E-Z SCREW JACK.**

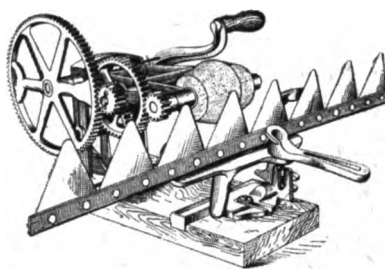
the beds of cars. No. 44 is for cars of two tons, and No. 66 for cars of six tons.

"Oliver's" E-Z Screw Jack was designed especially for automobile trucks. The handle, having a half circle in which to engage cogs, can be operated at different angles, a feature

that enables the Jack to be worked under any automobile truck made. The handle engages in cogs by a straight push. The Jack is quickly adjusted to any desired position, and is rapid for a screw Jack. It is 13 inches high, has a rise of 10 inches, and weighs 12 pounds.

"Royal" Sickle Grinder

The Royal Mfg. Co., Lancaster, Pa., are placing on the market the "Royal" Sickle Grinder, No. 20, illustrated. The alundum in the beveled wheel is said to be the hardest,

**"ROYAL" SICKLE GRINDER.**

sharpest and most durable abrasive material known. It is geared to revolve rapidly and there are no chains or belts; it weighs 18 pounds. The company also make other Grinders for various purposes.

"Clark" Carriage Heater

The Chicago Flexible Shaft Co., 180 Ontario street, Chicago, Ill., are offering the trade the "Clark" Carriage Heater, No. 7X, illustrated. It is a slanting flat top Heater with both side and end adjustable ventilators for regulating the volume of heat. It is made of metal throughout, and in keeping with all Clark heaters, no castings of any kind are used in it. The joints are all solidly riveted. This

**"CLARK" CARRIAGE HEATER NO. 7X.**

makes it practically unbreakable and insures long and enduring service. It is covered with a rich maroon mohair plush and broad band extensions of the ends come up over the edges of the cover to prevent raveling. It is 14 inches long and weighs nine pounds. To add to its attractiveness the ends are quadruple nickel plated.

"Pirelli" Rubber Cable

The Motor Car Equipment Co., 55 Warren street, New York, are the United States agents for "Pirelli" High and Low Tension Rubber

**"PIRELLI" RUBBER CABLE.**

Cable. It is thoroughly reliable and is in extensive use by many auto manufacturers. It comes in two sizes in low tension and three sizes in high tension.

"Winchester" High Power 1907 Rifle

The Winchester Repeating Arms Co., New Haven, Conn., are placing on the market the new "Winchester" High-Power Model 1907 Self-Loading Rifle, illustrated. The success attending the company's Model 1905 Self-Loading Rifle, made in .32 and .35 calibers, resulted in many requests for a gun of the same type adapted to a high-power cartridge suitable for big game hunting. The Model 1907 is brought out to meet this demand. It shoots a cartridge of .351 caliber, with 180-grain bullet, having a muzzle velocity of 1,861 feet per second, and a penetration of 26 $\frac{1}{8}$ -inch in pine boards when used with soft-point bullets. Although the cartridge is quite small in size it is very powerful in execution and the manufacturers highly recommend it for use in hunting the largest of game. It has the Model 1905 self-loading principle, being simple and strong. The new Rifle is neat and attractive in appearance. It holds six shots, five of which are loaded into the magazine, which is detachable and can be inserted in the gun when the bolt is closed. Extra magazines can be carried, by means of which very rapid and continuous firing can be done. The shell is ejected from the side. There are no moving projections on the outside of the gun to cause trouble and no screws to shake loose. The

**"WINCHESTER" HIGH-POWER 1907 RIFLE.**

barrel is stationary like that of an ordinary gun and the sights are attached directly to the barrel. It has a simple take-down device, which allows the gun to separate into two por-

tions, the stock and the action being in one part and the barrel and receiver in the other, making it easy to clean. The Rifle has a 20-inch nickel steel barrel and a handsome pistol grip stock, and weighs about 7 $\frac{1}{4}$ pounds. It will be ready for the market the early part of December.

"Anchor" Brand Putty

John Briggs & Co., Boston, Mass., are manufacturers of "Anchor" Brand Putty. It is made of pure raw linseed oil and floated, and air dried whiting. They control their own supply of high grade whiting, which is made into put-

**"ANCHOR" BRAND PUTTY.**

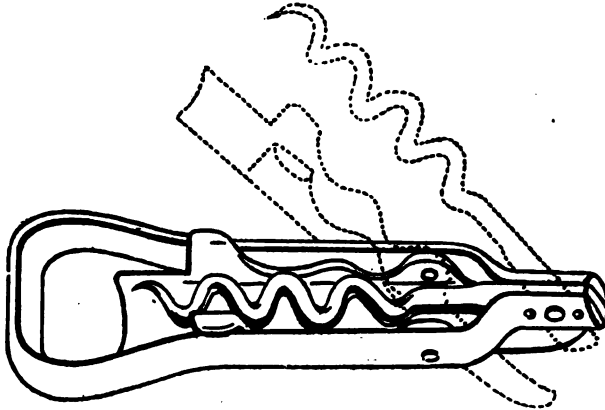
ty. It is free from any vegetable and mineral oils, marble dust, quicklime, clay, etc. The company also manufacture commercial grades of putty, which, for some purposes, are used

instead of pure goods. They use the same quality of whiting in these, and guarantee them to be free from marble dust, quicklime, clay, etc.

"Universal" Lever Corkscrew

John H. Graham & Co., 113 Chambers street, New York, are placing on the market the "Universal" Lever Cork Extractor, illustrated. It is made of wrought steel, nickel plated, and has a first-class gimlet. This pocket article

wires on bottles. The Extractor is small and can be readily carried in the pocket. When closed it is $3\frac{1}{2}$ inches long and when open is $5\frac{1}{4}$ inches. It weighs but two ounces, and comes mounted a dozen on neat display card, three cards in a box and a gross to a case.

**"UNIVERSAL" LEVER CORK EXTRACTOR.**

has the leverage so applied that the most stubborn cork is removed with slight effort. To use, throw the plate and worm into its most open position by pressing upon back of plate, turn the worm or gimlet into cork until shoulder of plate touches top of bottle. Hold the

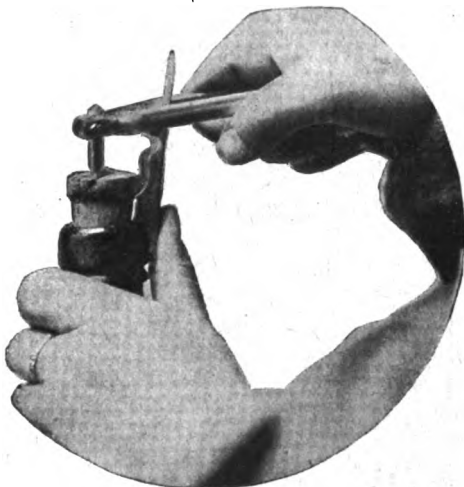
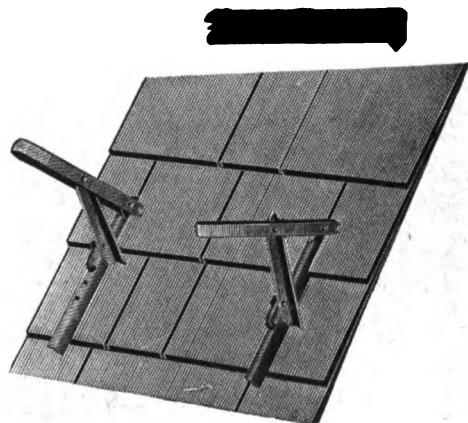
**EXTRACTING A CORK.**

plate against the neck of bottle and press the handle down as shown. The powerful lever action raises the cork with ease. The device can also be used to remove caps and breaking

"Griswold" Adjustable Roofing Bracket

W. P. Griswold & Co., 37 John street, Springfield, Mass., are offering the trade the "Griswold" Adjustable Roofing Bracket, illustrated. This Shingling Bracket can be used for supporting stagings for shingling, repairing and painting roofs. No nailing is necessary, as it can be instantly placed in position or removed; is adjustable to any angle and fits

**"GRISWOLD" ADJUSTABLE ROOFING BRACKET.**

roofs of any pitch. It is absolutely locked to two or more shingles on the roof and cannot be accidentally removed. It is made of steel, is light in weight, weighing one pound, and is 14 inches long.

"Eaton and Prince" Hand Power Elevator

The Eaton & Prince Co., 70 Michigan street, Chicago, Ill., are manufacturers of the "Eaton & Prince" Hand Power Elevator, illustrated

with the aid of his forefinger and thumb only, on the brake line. The brake device is operated by means of an endless cord running around the sheave on the screw shaft of the brake.

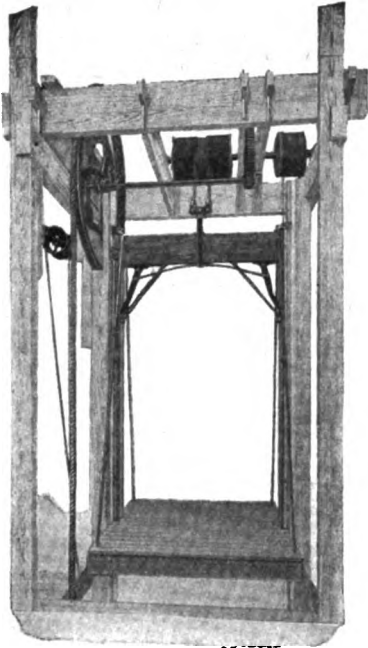


FIG. 1—CENTER LIFT HAND ELEVATOR.

in Fig. 1. A practical and essential feature of the hand-power pattern is the brake device, shown in Figs. 2 and 3. It consists of a double shoe working on each side of a band which is cast to the arms of the rope wheel.

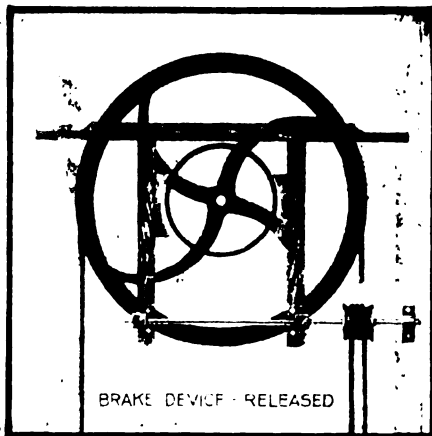


FIG.—2.

Each shoe has a bearing on this band. This feature enables the operator of the elevator to lower his car filled to its utmost capacity

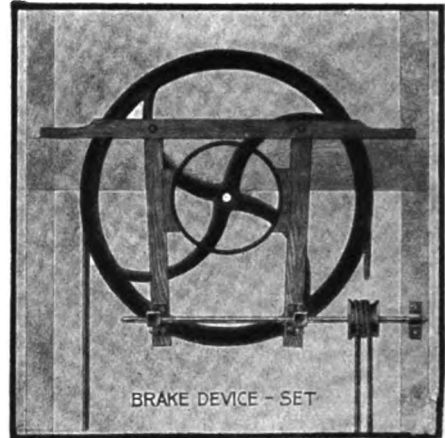


FIG. 3.

A locking device absolutely prevents the car from running up into the ceiling. The car is at all times under perfect control of

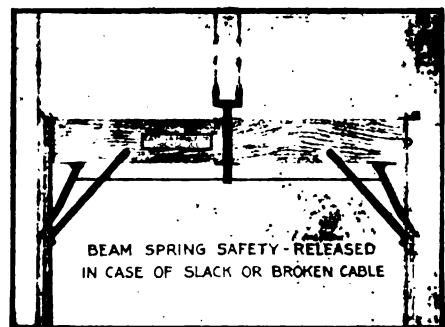
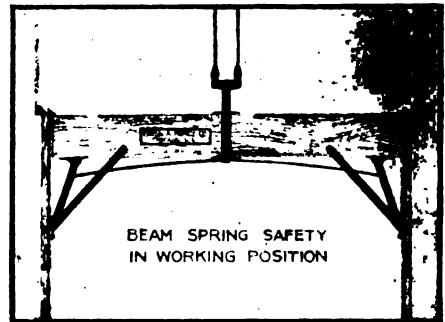


FIG. 4—BEAM SPRING SAFETY DEVICE.

the operator and cannot possibly move in either direction until the brake is released. Another feature is a beam spring safety device,

as shown in Fig. 4. In the event of the cable breaking this locks the car to the guides, thus preventing its dropping.

The company have been building Elevators for the past twenty-five years; their catalogue gives full particulars concerning their Elevators.

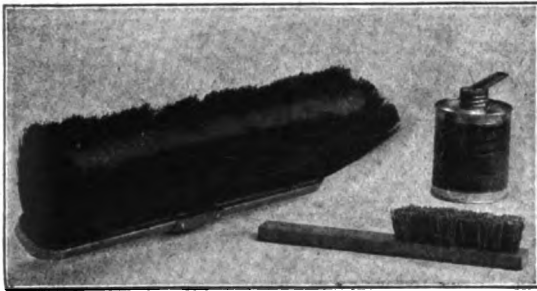
"Milwaukee" Dustless Brush

The Milwaukee Dustless Brush Co., 120 Sycamore street, Milwaukee, Wis., are makers of the "Milwaukee" Reservoir Dustless Brush, illustrated. There are several methods of laying dust in sweeping, depending upon



"MILWAUKEE" RESERVOIR DUSTLESS BRUSH.

the addition of oil to the dust particles so as to render them too heavy to float in the air. The method used with this Brush is to add the oil to the dust particles, during the pro-



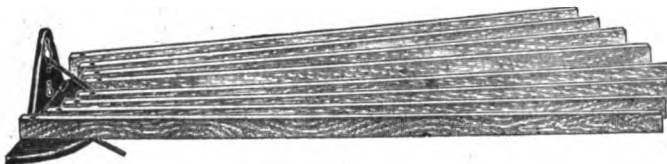
DUSTLESS BRUSH READY TO BE CLEANED.

cess of sweeping, by the use of a Dustless Brush. The dust particles thus weighted with oil, adhere to one another and roll up into little balls or pellets. This Brush has a reser-

munication with this reservoir and they absorb the oil much like a lamp wick. As the outside tufts in the brush sweep up the dust it comes in contact with these moist tufts and is deadened so that it cannot rise. The feed of the oil is regulated by a little screw cap on the top of the reservoir, by which air is admitted to, or excluded from it, thus causing the oil to feed rapidly or slowly as may be required by the condition of the floor. It does not oil the surface over which it sweeps and is used on carpets and rugs as well as floors. For cleaning carpets, gasoline may be used, if desired. Since with this method the oil is used only during the process of sweeping, it is unnecessary to use a heavy oil in order to prevent evaporation, as is necessary in an oil applied to a floor or used in a dustless powder. In fact, the Brush makes a dustless powder as it sweeps, by the addition of oil to the dust and grit on the floor and the constant addition of a little oil, prevents the powder from becoming too dry to perform its function. The advantages claimed for the Reservoir Dustless Brush are that it is far more economical than any other method of dustless sweeping, as well as more efficient. No additional material is added to the dust and dirt already on the floor, which, in the case of the use of a dustless powder adds to the weight and quantity of the dirt to be swept up. All of the dust being removed at each sweeping, the floor remains fresh and clean so that scrubbing is rarely necessary. The company offers to send Brushes to dealers on trial. The makers claim the Brushes are now used by over a hundred thousand merchants and about six thousand schools, while more Household Brushes are sold than ever.

"Out of Sight" Clothes Drier Rack

The Seed Filter & Mfg. Co., 158 Chambers street, New York, are offering the trade the "Out of Sight" Clothes Drier Rack, illustrated. The metal parts are of cold rolled Bessemer steel, nicely japanned. Eight arms, two feet long, made from selected hard maple and



"OUT OF SIGHT" CLOTHES DRIER RACK.

voir in the brush back, which is filled with kerosene or coal oil. A row of absorbent tufts along the center of the brush are in com-

nicely polished, give sixteen feet of drying surface. The bars drop down against the wall when not in use.

"Aluminum" Oil Heater

The Novelty Mfg. Co., Jackson, Mich., are manufacturers of the "Aluminum" Oil Heater, illustrated. The safety burner used in this Heater is of steel construction, and perfect combustion is secured. It is safe in operation, as the wick does not turn down into the oil font, but is retained in a separate receptacle and consists of just enough oil to keep the stove in operation. "Blow-ups" or explosions are impossible. There is an entire absence of odor or smell when the Heater is in operation. When it is necessary to rewick the burner this is easily done. A simple cork indicator denotes the quantity of oil in the fount. There is no aluminum on this device except the mica



"ALUMINUM" OIL HEATER.

frame and name plate. When they were first introduced all the cross-sections were made of sheet aluminum, and through this the name "Aluminum" was derived. This material was discarded later on and substituted by high-grade cold rolled steel plate. The stoves are made of polished sheets of steel plate and sheet brass. The nickel parts are polished to a crocus finish. The capacity of the fount is 5 quarts, and the stove burns 1 gallon in 12 hours. The height with the bail down is 33 inches; net weight, 16 pounds.

E. J. Martin's Sons, Rockville, Conn., issue a very handsome catalogue of the "Kingfisher" brand of Braided Fish Lines. From a typographical standpoint, it is certainly striking, and is in keeping with the extremely high quality claimed for these Lines. The manufacturers believe they manufacture the largest variety of high-class Silk Fish Lines

in the world, that being their specialty. Some sixty varieties are manufactured and as each one of these varieties is made in from four to six different sizes, the grand total reached is about 235 different sizes or numbers. The makers claim that the "Kingfisher" Bait Casting Line is without an equal, and that probably no Enameled Lines as good as theirs are sold at as reasonable a price.

"Black Silk" Stove Polish

The Black Silk Stove Polish Co., Sterling, Ill., have added two new packages to their line, pint liquid and pound paste "Black Silk"



Stove Polish. This Polish is adapted for stoves, gas ranges, steel range tops and iron parts. All of the company's packages have



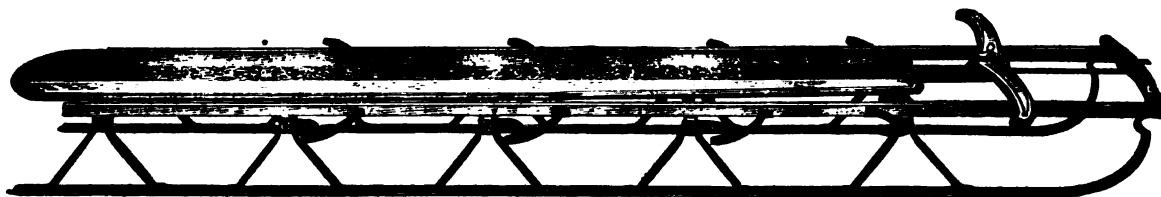
varnished three-color labels. Jobbers are being furnished pound samples of Stove Polish for free distribution to dealers.

The Chicago Flexible Shaft Co., 180 Ontario street, Chicago, Ill., are distributing a number of striking booklets and folders pertaining to the "Clark" Carriage Heaters and the "Clark" Prepared Coal which is used in the Heaters as fuel.

"Flexible" Flyer Sled

S. L. Allen & Co., Box 1100 H, Philadelphia, Pa., are manufacturers of the "Flexible" Flyer Sled, illustrated. This is a new model of their Flexible Flyer No. 6, which is built to carry six grown persons. The runners are made of spring steel, the supports are pressed steel, frame and seat of straight grained hardwood. It is light, yet practically indestructible. The runners are of inverted T-shaped spring steel, very strong and rigid vertically, but free to bend sidewise. When it is desired to steer on the hill a touch on the crossbar curves both

Landers, Frary & Clark, New Britain, Conn., with New York office, 302 Broadway, New York, are sending a bulletin to the retail Hardware dealers of the country, in which they offer to furnish electros for newspaper advertising; they outline a general plan to help dispose of the "Universal" Specialties. The company use much space in the advertising columns of magazines, etc., having a large general circulation, and the whole effort is to get the women to calling at the retail store for some of the "Universal" specialties.



"FLEXIBLE" FLYER SLED, NEW MODEL, No. 6.

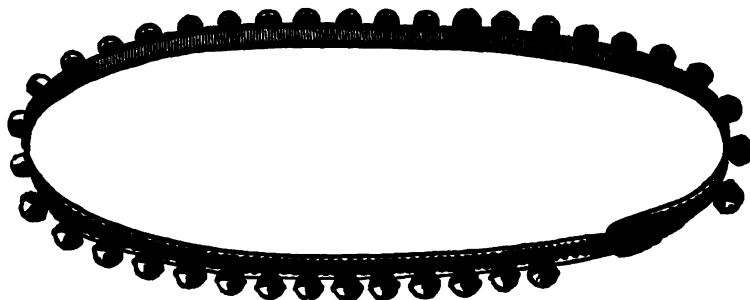
runners, the whole runner going in its own track without ploughing the snow. This sled is fast, safe and cheap; it saves shoe leather and keeps the feet up out of the snow; it is attractive in appearance, and is said to be as nearly indestructible as tough metal and straight grained hardwood can make it. In order to assist the trade they are distributing 500,000 cardboard models gratis, and are also conducting an aggressive advertising campaign in newspapers and general magazines.

Fancy Bound Body Strap Bells

The East Hampton Bell Co., East Hampton, Conn., are manufacturers of the Fancy Bound Body Strap Bells, illustrated. It is made of harness or russet leather, and has enameled leather bound rim bells, riveted. The Bells supplied can be extra white metal or

Patterson, Gottfried & Hunter, 146 Centre street, New York, have ready for distribution a booklet pertaining to Emery Wheels, Grinding and Polishing Machinery, etc. The concern are distributing agents for the emery and corundum wheels of the Abrasive Material Co.

The Gillette Sales Co., Times Square, New York, state that the increase in orders for the "Gillette" Safety Razor indicate that the sales during the coming months will be larger than ever. They have sold upward of one million of their Razors in about thirty months. Sales for the first six months of this year show an increase of 50 per cent. over those of the corresponding months of last year. They issue a booklet that they furnish to dealers without



FANCY BOUND BODY STRAP BELLS.

planished; nickel, brass or oroid plated, or gold or silver plated. In each of these three varieties there are a varying number of bells furnished, from 30 to 60.

expense, for distribution to the retailer's customers. The company have a new catalogue ready for distribution, which contains their complete line.

Richards' "No-Sag" Door Stay

The Richards Mfg. Co., Aurora, Ill., are placing on the market the Richards' "No-Sag" Door Stay, illustrated. It is a simple device, can be easily applied to any door and will take up the sag, restore the door to its normal shape and keep it there. It will keep new doors from sagging or loosening at the joints. The adjusting feature, by means of the



RICHARDS' "No-Sag" Door Stay.

threaded rod and nipple, is simple and positive, and any tension desired may be had by using the small, flat wrench which accompanies each set. This Stay can be put on any part of a door, upper or lower, and on either side. The tensile strength is over 400 pounds. It is nicely finished and is especially adapted for use on screen doors.

The S. M. Howes Co., 40 Union street, Boston, Mass., in their latest catalogue present in a very attractive manner a line of Fire-place Screens, made in a number of designs and finishes. These Folding Screens are made primarily for protection against sparks, and yet at the same time are beautiful, decorative and convenient. These Screens are made to harmonize with the modern room in its artistic appointments. A large stock is carried, so that orders are promptly filled. Nearly all the Screens catalogued can be made with any desired number of folds. Several pleasing styles of Antique Coal Hods are illustrated, made in all copper, all brass, black with brass trimmings or all black.

"Trumpet Call" Harmonica

M. Hohner, 475 Broadway, New York, is offering the trade the "Trumpet Call" Harmonica, illustrated. The maker refers to this instrument as being endowed with a phenomenal amount of tone power. The reeds are directly connected with a wooden sound-box, into which the tone passes, and finds an outlet through five brass trumpet horns which



protrude from the box. It is claimed to surpass any mouth organ ever brought out. In the hands of an expert player it is said to closely resemble a church organ. There are ten double holes, 40 reeds, brass plates and a full concert.

The Coates Clipper Mfg. Co., Worcester, Mass., are mailing the trade copies of their Bulletin No. 20, referring to "Coates" Flexible Transmission. This system has hardened steel, ball-socket joint, unit link flexible transmission. It will transmit as much power backward as forward. There are no brazed ends, and there is a solid steady drive throughout its entire length. This Flexible Transmission is adapted for many uses, such as buffing, floor polishing, drop forge grinding, horse clipping, boat building, wood boring, etc.

The Pike Mfg. Co., Pike, N. H., with New York office at 151 Chambers street, are sending an announcement to the trade concerning a slight advance in price on the Genuine Escher Water Hones. A new price list on "India" Oil Stones has also been brought out; through increased production the price is reduced on the fine grade to correspond with prices of coarse and medium. The company state that the increase in use of "India" Oil Stones for all kinds of sharpening has been unprecedented. It is a line yielding good profit to the retailer.

The Bissell Carpet Sweeper Co., Grand Rapids, Mich, and 25 Warren street, New York, have issued their Toy Sweeper Offer for Christmas, 1906. The statement is made that each year the demand for the Toy Sweepers is increasing. For the dealer these Toy Sweepers are excellent advertisements and help increase sales on regular size sweepers. They are practically samples and demonstrate how easily and thoroughly a large size Sweeper works. They now offer eight different kinds, and for a specified amount include free of charge an easel for displaying Sweepers, show cards and baby verse cards.

The Gillette Clipping Machine Co., 110 W. 32d street, New York, in their latest catalogue present Horse Clipping and Grooming Machines. They claim to have the only factory in the world which is entirely devoted to the making of these goods. These are hand and electric power Horse Clipping Machines. Groomers and also Sheep Shearing Cutters.

John Lucas & Co., Philadelphia, Pa., manufacturers of Paints, etc., issue the "Lucas News," being a four-page sheet devoted to their business. In the last issue is a comprehensive view of the company's plant. The editorial argues that the hand-mixed paint is out of date, and that the ready-mixed article is more scientific and will give the customer far more satisfaction. Any one desiring to receive the "Lucas News" regularly can do so by writing the company to that effect.

The Buffalo Mfg. Co., Buffalo, N. Y., as usual, keep up their reputation by bringing out a high-class catalogue, known as No. 24. The concern are manufacturers of Water Filters, Water Coolers, Chafing Dishes, Table Kettles and Stands, Coffee Extractors, Wine Coolers, Nursery Chests, Baking Dishes, Crumb Trays and Scrapers, Tea and Bar Urns, Bathroom Fixtures, Coal Vases and Hods, Candlesticks, Cuspidors, Match Safes, etc. The catalogue comprises 150 pages, well-printed and bound in embossed covers. The New York branch is at 18 Warren street.

Oneida Community, Ltd., Oneida, N. Y., with New York office at 395 Broadway, have issued an illustrated price-list of Steel Game Traps and Weldless Steel Chains. The Animal Traps are made for all kinds of animals. The second section of the catalogue is devoted to Halter, Dog, Kennel, Coil, Cow, Picket, Sash and Trace Chains, Snaps, etc.

J. E. Porter Co., Ottawa, Ill., in their new catalogue illustrate their whole line of Force and Lift, Single and Double-Acting Wind-Mill Regulating, Tank and Spray Pumps; as well as iron, brass and brass-lined cylinders. The catalogue is bound in poster-effect covers.

The Friedley-Voshardt Co., 194 Mather street, Chicago, Ill., have issued a supplement to their general catalogue. This catalogue 25 is devoted to Art Metal Ceilings, showing a number of new designs. Dealers making inquiries for prices, etc., are requested to send size of ceiling with a diagram giving the location and size of all offsets, stairways, chimney breasts, etc.

Geo. W. Pitkin Co., Chicago, Ill., have issued illustrated price-list, No. 55, which includes all of the products of the company. Most of the labeled packages are illustrated in colors in order to give the trade and their customers a correct idea of the manner and style in which the goods are put up. All jobbing goods have been purposely omitted, as the book is restricted to a size to readily permit the finding of any article. Any dealer desiring to handle a complete line of Paint will be furnished a catalogue and other particulars for the asking. The concern announce their plant has now been rebuilt since the disastrous fire in April last, and they are in better shape than ever to promptly fill orders, which should hereafter be sent direct.

Manning, Bowman & Co., Meriden, Conn., are now sending out No. 49 Catalogue, containing their complete line of goods. It would be a very particular person, indeed, who could not find among the many handsome designs of Chafing Dishes something to meet his wants. Electric heating utensils include Chafing Dishes, Coffee Percolators, Stoves, Water Heaters, etc. The "Meteor" Circulating Coffee Percolators are set forth in many designs. Then follows Tea Ware, Table Kettles, Baking Dishes, Waiters, Hotel and Tea Ware, Tea and Coffee Pots, etc.; Seamless "Ivory" Enameled Ware, English Jet Decorated Ware, Prize Trophies, etc., are in colors. There are many other articles under the general classification of Bathroom Fittings, Pewter Mugs, Water Coolers, etc. The "Eclipse" Bread Mixer and Kneader is a large selling specialty. Among the advertising helps furnished dealers are the various size electros of many of their specialties. The book comprises nearly 200 pages. The New York office is at 25 West Broadway, and the Chicago office is at 158 State street.

The tenth edition of "Graphite as a Lubricant" has just been printed and is now being distributed by the Joseph Dixon Crucible Co., Jersey City, N. J. The subject of lubrication in general, and graphite lubrication in particular, is exhaustively treated. All the good features of the previous edition are retained, but the very latest information—both scientific and practical—that has to do with the subject is added, making it valuable to the student of theory and the man of practice. The publication is arranged and indexed so as to readily enable the reader to find the information he is most interested in.

The National Cutlery Co., Detroit, Mich., are sending the trade copies of their new catalogue of Cold Chisels and Mechanics' Tools. The Cold Chisels are made from their special formula octagon cold chisel steel, thoroughly hand-forged by high-class workmen, tempered by their own process and carefully inspected and tested throughout the entire manufacture. There are catalogued Carpenters' Nail Chisels and Floor Bars, Crook-Neck Claw Bars, Brick Plugging Chisels, Machine Punches, Backing Out Hand Punches, Round Steel Drift Pins, Straight and Bent Calking Tools, Boilermakers' Tools, Drilling and Key Seating Chisels, Center Punches, etc.

The Automatic Yoke Co., Indianapolis, Ind., have purchased a factory at Wynne, Ark., to which place they will remove their machinery within a short time. A branch will be retained at Indianapolis, however, to supply the eastern trade. The company manufacture Neckyokes, Doubletrees, Singletrees, wagon and plow goods, etc.

The Marshall-Wells Hardware Co., Duluth, Minn., have issued a Stove catalogue of over 200 pages. This book covers the stove line quite completely, inasmuch as it comprises from the cheapest air-tight machine to every kind of stove. This edition is a small part of the concern's loose leaf catalogue which they have been working on for over two years and which they expect to issue by the 1st of January.

O. J. Taylor, Sidney, O., for his holiday trade a year ago issued a four-page circular. It was well illustrated, etc., but ordinary newspaper was used, and what might have been a splendid effect was lost in the poor printing. A few dollars more in paper would have brought about wonders in results, perhaps.

The Standard Specialty Co., Marietta, O., are manufacturers of the "Globe" Metal Weather Strip, and the "Globe" Draft Strip. The latter is secured to the bottom of a door and excludes dust, dirt, cold air, etc. Special Strips are made for meeting rails, window sashes and doors.

Balloon Rope

The New York Cordage Co., 83 Wall street, New York, are now manufacturing a specially-made Italian Rope for balloon purposes, and for which the company recently received an order for 60,000 feet from a prominent aeronaut. It has been the custom for a long time past for aeronauts to import foreign rope. This special rope is hand spun from the finest Italian fibre and laid up with the utmost care so as to produce the greatest possible tensile strength with a minimum weight. It can be furnished in any size from 3-32-inch up.

Assisting the Dealer

The idea of the manufacturer assisting the dealer to market goods sold to him is not new, but the Yale & Towne Mfg. Co., 9 Murray street, New York, have gone about it in a rather original manner. The method is outlined in a booklet entitled "Suggestions for Selling Yale Padlocks." The plan, briefly, is to help the dealer to reach his own customers, and to reach those not his customers. For mailing, to be enclosed with packages, or to accompany packages to reach customers, they furnish an excellent variety of printed matter, the dealer's name being printed on all of them, which include booklets, labels, guarantees, etc. They also supply envelopes, tags for packages, a rubber stamp with the dealer's name on, street car, newspaper and other advertising, sample boards, display cards, etc. In fact, the entire plan is worth a careful perusal, and will be sent to any dealer upon request.

Wisconsin Retail Hardware Association

The eleventh annual convention of the Wisconsin Retail Hardware Association will be held February 6, 7 and 8, at the Public Service building, Milwaukee, Wis. Jobbers and manufacturers can reserve space by writing to the secretary of the Exhibit Committee, Henry Daniels, Jr., 276 West Water street, Milwaukee. Three large halls have been reserved for this purpose, and elevator service, electric lighting and steam heating are provided. Inasmuch as the last convention was a big success, it is an assured fact that the approaching meeting will be even better.

BOOKKEEPING SIMPLIFIED

The store that employs a bookkeeper, as well as the one that doesn't, is too often found dependent on a system of accounting that fails to give actual data from which may be gained an intimate knowledge of the business. In fact, any standard theory of accountancy must be modified in its application to the business, or it is not much better than no accounting at all.

I have seen merchants whose books were beautifully kept, from a theoretical standpoint, who couldn't for the life of them figure out within hundreds, and sometimes thousands, of dollars where they stood. Of what good is such bookkeeping as that? It is worth less than nothing in exact proportion to the cost of maintaining it.

A trial balance is a beautiful thing in theory, but of what value is it unless the figures on which it is based are correct? Things are

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Fig. 1. CREDIT SALES BOOK.

not always what they seem, and figures may be so carelessly handled that—though they are supposed never to lie—they will horribly misstate things. Often liabilities or assets are not stated at all, or badly misstated, and in some instances liabilities have been charged as assets.

The only way to keep books is:

First, in the simplest manner consistent with thoroughness and information-giving value.

Second, so that they will tell the truth.

Third, so that they will tell it in a way that you can understand.

Fourth, so that your perusal of them will give you an exact, up-to-date and every-day knowledge of your business, not only as to assets and liabilities, but as to every detail.

On such knowledge your success or failure largely depends, often entirely depends. Lack

of such knowledge is responsible for a large percentage of business failures. The need of such knowledge increases daily. It is true, there are old concerns that have flourished without paying much attention to accounting; but that was usually when the "old man" put in sixteen hours a day, "driving bargains" both in buying and selling, thus offsetting on the one hand what he lacked on the other. But with an intelligent system of accountancy he could have rested more and profited more.

The purpose of bookkeeping is not simply to show that your assets are in excess of your liabilities. It is to permit you to analyze your business right to the very bottom; to know how goods are moving, to keep tab on all accounts and possible discounts, to keep your stock up and keep it alive, to show which lines are paying and which are not, and many

<i>Han.</i>						
<i>PAY</i>	<i>L F</i>	<i>CASH RECEIVED</i>	<i>ON ACCT</i>	<i>SALLES</i>		

Fig. 2. CASH BOOK.

other things. It is your mercantile compass, and without it you are just as liable to shipwreck as a vessel that puts to sea without a mariner's compass.

Guessing at results is too hazardous to be sensible, and you can't do any more than that without a good system of accountancy.

A poor method of bookkeeping takes more time than a good method. A good method saves time as well as money.

Now, I wish to outline a method of book-keeping that is simple of application, and at the same time is readily adaptable to any retail business. Of course, I am presupposing that the man who reads this has a knowledge of at least the rudiments of bookkeeping.

This method is as simple an all-book method as can be devised to meet all demands, and if followed out will amply repay not only in money saved and earned, but in time saved.

- Cash book
- Credit sales book
- Accounts payable book
- Customers' ledger
- General ledger

This, and the cash book also, are ordinary manila books, journal ruled. Head the columns as in Fig. 1. As each credit customer

Jan. 06

DAY	✓	CASH PAID	ON ACCT	CASH	EXR

transactions. Skip the first page, heading each even-numbered page as in Fig. 2, marking first column "cash on account" and second "cash sales." As customers pay in an account, enter their names and place the amounts in the first column, from which they are entered to the credit of the customers' accounts in the customers' ledger, the total cash received on account being entered from day to day. As cash sales are made, the amounts are placed in the second column.

[illegible]

is dealt with, enter his name and the items purchased under sales, carrying only the total into the first column. Enter in the second column the totals of any goods returned, of course writing the customer's name under sales, and marking the amount with a star to

On the third and each succeeding right-hand page of the cash book rule an extra column, making it look as in Fig. 3, heading the columns, "cash paid on account." "cash purchases," and "expenses." Money paid out on account or in settlement in full should be

1906

[illegible]

distinguish it from a cash credit. Each month enter the net totals of each account into the customers' ledger, checking the transfer in the sales book with an "E," written opposite each account.

This is for entering the record of all cash

entered in the first column opposite the name of the person or firm to whom paid. All cash purchases are entered in the second column, and all cash paid for running expenses in the third column, the latter including salaries, rent, light, heat, taxes, etc., not forgetting any item.

Total credit sales and the totals of the different columns in the cash book should each night be entered on the recapitulation sheet shown in Fig. 5. As soon as either page of the cash book is full, foot each column separately and carry to the corresponding column on the next page, never forgetting that cash receipts are on the left-hand page and cash disbursements on the right-hand page. At the end of the month carry the footings of the cash book to the general ledger. The difference at any time between the two sides of the cash book should denote exactly the amount of cash on hand, the bank account being considered as cash.

ACCOUNTS PAYABLE BOOK.

Many keep this account in the credit sales book, devoting one half of the pages of that book to the purpose. The system I believe in, however, requires that some data in addition to the amounts due and the names of the firms should be kept, and on that account it is better to have a regular book for the purpose.

Whenever you give a salesman an order, have him give you a copy of it, with quantities and prices. If you mail or telephone the order, keep a copy. File these alphabetically under the names of the firms.

When the goods arrive, check off the invoice at once, verifying everything. Any shortages or departures from the terms of the order note on the bill and make immediate claim. After the checking of the invoice and the bill is complete, clear to extensions and footings, enter into the accounts payable book, and from this book in the general ledger debit the merchandise account.

One of the great purposes of this book is to keep tab on discounts, and it is a very profitable thing to do, for, even where freight bills are high, the discounts will, as a rule, more than offset them.

CUSTOMERS' LEDGER.

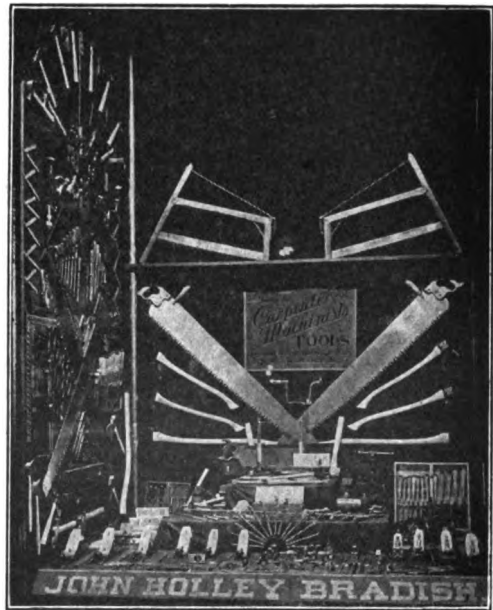
A page of this book is shown in Fig. 4. It is a three-column, extra debit ledger and should be twelve inches wide, so as to take several items on a line. All items should be copied directly into the ledger. Each month, as the credit sales book is written up and balanced, or statements rendered, the customers' accounts should be ruled off and the balances carried forward in red ink. Then, preferably on the first of the month, the total balances on the customers' ledger should be footed and proved with the accounts receivable in the general ledger, this latter account being

kept by debiting the total charge sales as taken from the credit sales book and crediting the total amount paid in on account. The two balances, that of the customers' ledger and that of the accounts receivable, must agree, and will agree if the books are properly kept.

Accounts receivable having been charged with the entire amount of credit sales, the record must be completed by crediting the merchandise account with the same amount.

The total of paid out on accounts is to be credited to accounts receivable. The cash will then show the debit.

(To be continued in next issue.)



A TOOL DISPLAY BY JOHN HOLLEY BRADISH.
BATAVIA, N. Y.

E. O. Hall & Son, Honolulu, H. I., have increased their capital stock from \$250,000 to \$300,000. The additional stock will be used to take care of the concern's increasing business.

Chas. E. Hunt, who for several years has been traveling among the jobbing trade in the interests of "3 in One" Oil, has been appointed sales manager of the G. W. Cole Co., New York, the manufacturers of this Oil. Mr. Hunt is well known among the trade from one end of the country to the other, and his many friends will be pleased to know of this advancement.

ELECTRIC HEAT IN THE HOUSEHOLD

AN ODORLESS, SOOTLESS AND CLEANLY FORM OF HEAT
COMING IN RAPIDLY—ESPECIALLY ADAPTED FOR KITCHEN
AND TABLE USE—OPPORTUNITIES FOR THE HARD-
WARE DEALER TO MAKE PROFITS.

Of the many and useful applications of the electric current none is as easily and efficiently accomplished as the production of heat, although the layman knows electricity only as a means for lighting and the propelling of street cars. It is a matter of fact, however, that almost every commercial electrical device develops heat in spite of the efforts of the designers of such devices to prevent this production of unnecessary heat. This is as true of the electric incandescent lamp or arc lamp as it is of almost any other commercial electrical device, and the aim and effort of electricians has been as much to prevent this generation of heat where it is not needed, as to apply it and utilize it in apparatus designed for heating purposes. To utilize efficiently this easily-developed heat is the underlying principle of electric heating apparatus, and to accomplish this it is only necessary to construct heating apparatus in a manner which will permit the placing of the heat-producing electrical resistances in a location where the heat will be instantly and directly transmitted to the object to be heated.

The advantages of Electric Heating Apparatus are almost too obvious to need explanation. Wherever electric heat is utilized for purposes of cooking, there is the advantage of a total absence of smoke, flame, or soot, and there is consequently no vitiation of the atmosphere. The heat being more thoroughly localized than this is possible where fuel is used, the temperature of rooms in which Electric Apparatus is used is never raised to any extent, and electric heat may be said to be most economical because it is applied only during the actual operation of cooking, which is not the case with fuel.

The labor entailed in making or maintaining fires is entirely obviated, as a turn of the switch puts Electric Apparatus in operation, and there is no doubt that the manipulation of Electric Apparatus, once understood by the user, is very much more simple than the making or maintaining of fires, filling of alcohol lamps and various other manipulations required to produce heat by other means than electricity. Dangers from fires or explosions are entirely eliminated with Electric Apparatus, and the householder who cares for cleanliness will welcome electric cooking and heating devices because nothing can be cleaner in

operation and manipulation than Electric Apparatus.

The great convenience of Electric Flat Irons is now largely recognized by householders. A day's ironing can be done without a fire in the kitchen range and the attendant heat and discomfort. The Electric Iron is ready the moment it is needed and a turn of the switch puts it in operation. The Iron radiates heat only where it is needed, on the bottom surface, and the user of the Iron can do a day's work and keep cool and comfortable. Electric Irons are now used to a great extent in industrial establishments, such as laundries, leather factories, corset factories, etc., and it has been found that the men can do more work with less effort than they were able to do with the gas-heated Irons formerly used. In large establishments, where many gas-heated Irons were used, the vitiation of the atmosphere was very noticeable. Now, fifty Electric Irons may be used in one comparatively small room, and the room will be neither hot nor evil smelling.

To return to the uses of Electric Apparatus in households, many women have found not only the Electric Iron but the many other small heating devices, which are now in the market, a great convenience. It is possible to heat water at any time of day or night in an attractive little Water Heater in a few minutes by a mere turn of the switch. When it is considered how cumbersome and troublesome it must have been formerly in the sick room and nurseries to get at odd hours of the day or night a little hot water or milk, the great convenience of electric heating devices cannot be overestimated. Until a short time ago, electric heating devices were both expensive and unreliable, and the cost of current also made the universal adoption of such devices prohibitive. Of late there has been a tendency to bring the cost of current down to a figure which will make it practical to use the electric current not only for the lighting, but also for other purposes, and it has been calculated that, for instance, a good and substantial breakfast for a family of four, which would suit the most fastidious, can be cooked by means of two small Electric Stoves at a total cost of less than three cents.

The time is not far distant when every user of electric light will consider the use of the

ever-ready current as the most convenient means for the many small cooking and heating operations which are required in every household at almost any time of the day or night, and by utilizing the current in this way will be spared the trouble and expense of starting and maintaining a fire in the kitchen range. Between seasons and before the furnace has been started, electric heaters will be taken in use chilly mornings and evenings in the parlor, bed-room or bath-room, and householders will find it most convenient to use a portable heater in one room or the other as occasion may require. The choice of the right kind of electric apparatus to use should, not be difficult.

As there is now hardly a village in this country which has not its electric light plant and the electric lighting current is used very extensively in households, it is but a question of a very short time before the public at large will become acquainted with the many conveniences of electric heating devices. The sale of such devices has grown steadily for the last few years, and is continually on the increase.

Hardware dealers will find it to their advantage to anticipate, and, to a certain extent, to create the demand by demonstrating to the public the great convenience and utility of electric heating devices. There can be no doubt that even now it must be easier to sell an electric heater to users of electric current than it would be to sell them an oil or gas heater. The Electric Iron will undoubtedly be used within a very short time by all users of the electric current.

Two Things Tie Up Capital

Have read and reread the article in a recent issue, entitled "Business Arithmetic," and must say I would like to shake hands with the writer. He is surely in tune with his business. No items of expense to a business should be left from the expense account of that business, let them be what they may. The author has not an item too many on his list.

His ideas of invoicing correspond with our own. By subdividing a business one can keep track of lines much better, and then one knows what each department is doing.

There are two things that tie up capital very fast; they are, a large credit business and overbuying, and I cannot say which is the worst. If you overbuy you must discount a great many goods before you find sale for them, and the same way with accounts; one has to discount a good many of those also.

Our efforts are always to keep close to our needs, and close to the cash as possible. By keeping close to one's needs he is enabled

to turn stock over. It is the active dollar that counts. Goods lying on the shelves do not bring returns; it is only when they are passing over the counter that they get results. So I say, buy often, turn your capital, and by all means discount all bills.

But the thing that interests us most in your valuable MAGAZINE is the different systems of doing things in a Hardware store. We pick up many helps in the course of a year that save time, trouble and money.

J. W. VANSYCKEL.

Wm. F. Lutz Co., Santa Ana, Cal., are desirous of receiving catalogues and trade discounts on Belting, Blacksmiths' Supplies, Saddlery Hardware, Vehicles and Agricultural goods.

New York State Hardware Association

At a meeting held the 18th ult. of the directors of the New York State Retail Hardware Association it was voted that the annual convention would be held in Syracuse during the week commencing the 18th of February. They have hired the Alhambra Exposition Hall, which they will make their headquarters. There is ample space to rent for exhibits, which will be a feature of the convention. Further particulars can be obtained of C. P. Sherwood, White Plains, N. Y.

Iowa Hardware Association

The ninth annual convention of the Iowa Hardware Association will be held at Des Moines, Ia., February 19, 20, 21 and 22. The sessions of the association will be held in an auditorium of the Christian Church, and the Hardware Exposition, to be held in connection with the convention, will be held in the same locality in the Shrine Temple.

The morning and evening of each day will be devoted to the exhibit features of the convention, and the afternoon of each day will be devoted to the sessions of the association proper. This division of the time is made in order to prevent any conflict between the two features of the association.

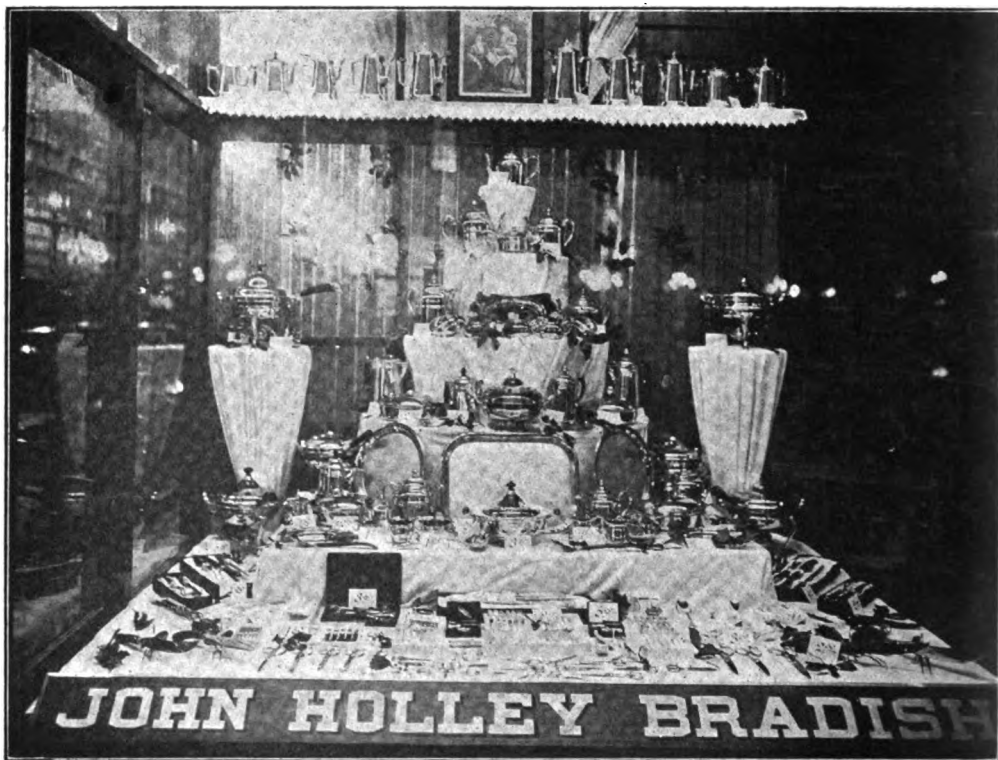
During the sessions of the convention, the exhibits will be entirely closed, and during the open sessions of the exhibit, the convention proper will not be in session. By extending the time of the convention one day, ample time will be given for all interests.

The usual advertising program will be omitted; instead an Official Gazette, containing the verbatim proceedings of the convention, will be issued after the meeting adjourns. A most successful gathering is anticipated and every Iowa Hardware dealer is urged to make arrangements to attend.

A Handsome Window Display

In the accompanying illustration we present a very handsome window display recently made by John Holley Bradish, Batavia, N. Y. One needs but to glance at the display to give an idea as to the character and arrangement of the store behind the window. Being filled with bright nickel and silver-plated ware, tastefully displayed on the terraced platforms with appropriate background, a passer-by could

which they sent to customers in their section. On the first page is a view of the store, and underneath is an argument as to the advisability of the purchaser to get his goods at the home store instead of sending his money to the catalogue concerns. The many items are all plainly priced. The concern has 5 and 10-cent counters. The general get-up of the catalogue is such that it ought to be effective in getting trade for the concern.



A VERY ATTRACTIVE WINDOW DISPLAY BY JOHN HOLLEY BRADISH, BATAVIA, N. Y.

not help but stop and admire, and undoubtedly step into the store and purchase. In the entire window there does not appear to be an article that does not appeal to woman, the controller of the household finances. In the background are scissors and shears with carving sets, pocket cutlery, fruit knives, etc. On the other terraces or platforms are chafing dishes, soup and gravy ladles, trays, coffee pots, tureens, and on the shelf overhead are coffee pots. On each pedestal at the side is a chafing dish outfit. Electric lights in the evening added brilliancy to the already handsome display.

T. H. Loyhed & Son, Faribault, Minn., for the fall season issued a 44-page catalogue

The Gray & Dudley Hardware Co., Nashville, Tenn., have issued an attractive catalogue of their line of Stoves. These comprise Cooking and Heating Stoves for coal and wood. The frontispiece shows their foundry and manufacturing plant, having over 150,000 square feet of floor space under roof.

A. Rosenberg, Birkigt, Austria, is in this country for the purpose of securing the sale of American novelties for Austria-Hungary, where he has several branches. His address in New York is 25 Warren street, care of the Bissell Carpet Sweeper Company, where he will remain until November 30.

A "Locomotive" Roofing Display

The Lightbourn & Pond Co., New Haven, Conn., in order to attract attention to their window display of Roofing, got up a locomotive which drew considerable attention and comment from the onlookers. The make-up is not at all complicated as will be seen from the following description. The locomotive and car wheels are of barn door hangers, a steel mail box is the locomotive cab, an oil can represents the steam dome, whiffletree ferrules form the smokestack, and several cans of paint laid on side is the boiler. A sad iron stand is a good imitation cowcatcher, and a desk letter basket makes a good tender. Railroad ties are made of hammer handles and common barn door rail is the track. A carload of "freight" is a roll of roofing paper.

The window ought to be the frontispiece to an interesting volume of which the show cases of the store furnish a complete index. The man who is sufficiently attracted by the first to enter the store is interested in the subject and either wants to learn more about the goods or about the stock carried by that particular store. In either case it is worth while to satisfy him by having a good line of the article he wants to see convenient to his eye; otherwise his first impression on entering is one of disappointment at not being confronted from within with intensified evidences of special facilities along the lines that at that moment seem to him of paramount importance, his enthusiasm is apt to cool down several degrees while the desired goods are being dug out from an obscure corner, and he looks at



A "LOCOMOTIVE" ROOFING DISPLAY BY THE LIGHTBOURN & POND CO., NEW HAVEN, CONN.

Backing Up the Window Display

Not a little of the value to be derived from an attractive window display is lost by failure to connect it closely enough with the interior of the store. An attractive window ought to be only the head line of an attractive advertisement of which the show cases and interior arrangements of the store itself form the body and here is one Hardware dealer's method of accomplishing that object.

Having carefully made up his window to draw attention to a certain line of goods he makes up his show cases with equal care for the purpose of fully displaying to the caller the same goods to which the window attracts the interest of the passer. If the window display is knives he takes it for granted that knives are what his visitor is most interested in seeing, and does not greet him with an interior display of hammers.

them, if at all, with critical and dissatisfied eyes; or his frugality gets the better of his monetary interest and he passes out of the store with a word of praise for the window display as a sort of apology for having stopped at all.

It is by promptly following up that first premonitory symptom of interest with liberal doses of a stimulating nature in the show cases or some conspicuous part of the interior—where the real business will be done—before any reactionary agents may be encountered that the full value of the window is realized. After all, the window is only the invitation; the real banquet is to be prepared within; and if the invited guest fails to find this to his liking he quits the entertainment in something like disgust.

Bulletin of New Dealers

(REQUESTS FOR CATALOGUES AND INFORMATION.)

Special reports have been received at the office of the **HARDWARE DEALERS' MAGAZINE** from the following new dealers (or change in style of firms) since last bulletin, stating the goods which they handle or expect to handle. These reports are sent to us direct from the dealers themselves, and are therefore reliable. They want the latest catalogues, special circulars or price-lists relating to the classes of goods they handle. The numbers indicate classes of goods handled.

1 Builders' Hardware	12 Guns and Ammunition	24 Cabinet Hardware	35 Belting
2 Machinists' Tools	13 Building Papers	25 Horse Shoes	36 Lawn Mowers
3 Carpenters' Tools	14 General Hardware	26 Plasterers' Tools	37 Lamps
4 Cutlery & Plated Ware	15 Electrical Supplies	27 Paints and Oils	38 Oil Stoves
5 Tinware	17 Factory Supplies	28 Glass and Putty	39 Stationers' Hardware
6 Woodenware	18 Stoves and Ranges	29 Blacksmiths' Supplies	40 Refrigerators
7 Rope and Twine	19 Furnaces	30 Fishing Tackle	41 Shoe Nails, Soles, etc.
8 Pumps	20 Saddlery Hardware	31 Sporting Goods	42 Wood Mantels, etc.
9 Agricultural Goods	21 Vehicles	32 Butchers' Tools	43 Plumbers' Supplies
10 Bicycles	22 Lead and Iron Pipe	33 Hose	44 Steam Fitters' Supplies
11 House Furnishings	23 Tin Plate and Metals	34 Weather Strip	45 Yacht & Boat Hardware

Arkansas

CHIDESTER: Chidester Hardware & Furn. Co.

Retail (opened new store) 3 to 10, 12, 14, 37, 41.

HELENA: Tappan Hardware Co.

Wholesale and retail (opened new store), 1 to 8, 12, 14, 15, 18, 20, 24, 25, 26, 29 to 36, 38, 40, 41.

California

ARCATA: A. Brizard, Inc.

Retail (formerly A. Brizard), 1 to 15, 18, 20 to 33, 35 to 41, 43, 44.

MERIDAN: G. T. Jones & Son.

Retail (opened new store), 1, 3 to 10, 12 to 15, 18, 21, 22, 25, 27 to 31, 33, 34, 36, 43, 44.

OAKLAND: E. J. Day & Co., 12th and Madison streets.

Retail (succeeded Day & Graham, of San Francisco).

SAN DIEGO: John A. Welcome Hardware Co., 944 Sixth street.

Retail (opened new store), 1 to 7, 10, 13, 14, 18, 24, 26, 33, 36, 38, 40, 41, 45.

SAN FRANCISCO: Palace Hardware Co., 638 Market street.

Retail (opened new branch store), 1 to 4, 7, 12 to 15, 24, 26, 30, 31, 33, 34, 36.

SAN FRANCISCO: Standard Hardware & Tool Co., 909 Market street.

Retail (opened new store), 1 to 4, 7, 12, 13, 14, 24, 26, 30, 31, 33, 36.

Florida

JACKSONVILLE: Balfe-Conroy Co.

Wholesale and retail (succeeded The Baird Co.), 1, 3, 4, 5, 7, 10, 12, 13, 14, 18, 24, 26, 27, 28, 30 to 34, 36 to 40, 45.

WAUCHULA: De Soto Hardware Co.

Retail (succeeded Stenstrom Bros.), 1, 3, 5 to 9, 12, 13, 14, 18, 22, 25 to 28, 30, 32, 33, 35, 37, 38, 39, 41, 43, 44.

Georgia

DAWSON: J. M. Clifton Hardware Co.

Retail (new hardware store), 1 to 14, 18 to 20, 22 to 44.

FT. GAINES: Ross Hardware Co.

Retail (formerly Ross & Clifton Hardware Co.), 1 to 10, 12, 14, 18, 20, 22 to 33, 35 to 38, 40 to 44.

NORMAN PARK: J. H. Collier & Co.

Retail (succeeded Reynolds Bros.), 3 to 7, 9, 12, 14, 18, 20, 25, 26, 29, 30, 37, 38, 40, 41.

SAVANNAH: Balfour & Calvitt.

Retail (succeeded Wm. & H. H. Lattimore), 3 to 7, 10, 11, 12, 18, 19, 30, 31, 33, 36, 38.

Idaho

CALDWELL: Boyes Hardware Co.

Retail (opened new store), 1 to 8, 11 to 14, 18, 22 to 36, 38, 40, 41, 42.

IDAHO FALLS: Idaho Hardware Co.

Wholesale and retail (succeeded Griffith Hardware & Plumbing Co.), 1 to 8, 10 to 15, 18, 19, 20, 22 to 38, 41, 43, 44.

Illinois

MORRIS: Matteson Hardware Co.

Retail (opened new store), 1 to 9, 11 to 17, 18, 19, 21 to 27, 29 to 37, 38, 40, 41.

ROCKFORD: Lunday Hardware Co.

Retail (formerly P. A. Lundy), 1, 3, 4, 5, 7, 8, 13, 14, 18, 19, 22, 23, 24, 26, 30 to 34, 36 to 41.

ROCKFORD: L. D. Ray.

Retail (succeeded Frank B. McKenney).

SANDWICH: T. A. Weir.

Retail (formerly Weir & Kleinschmidt), 1, 3 to 7, 12, 14, 18, 26, 27, 28, 30 to 33, 36, 37, 38, 40, 41.

Indiana

BOONVILLE: Warrick Hardware Co.

Retail (succeeded J. S. Evans), 1 to 8, 11 to 14, 18, 25 to 28, 30, 31, 33, 36, 37, 38, 40, 41.

SUMMITSVILLE: Griffith Hardware Co.
Retail (succeeded A. J. Davis), 1, 3 to 10,
12, 13, 14, 18, 20, 21, 26, 28, 29, 30, 32,
33, 34, 36, 37, 38, 41.

UPLAND: Bell Hardware Co.
Retail (formerly Bell & Williams), 1 to 14,
17, 18, 20 to 23, 25, 26, 28 to 34, 36, 37,
38, 40, 41, 43, 44.

Iowa

BENTLEY: P. M. Heft.
Retail (formerly Heft & Timberman), 1 to
10, 12, 14, 18, 20, 21, 22, 27, 28, 30, 31,
33, 35 to 38, 41.

CHARITON: Busselle & Blanchard.
Retail (formerly Busselle Bros.), 1 to 5,
7 to 10, 12, 14, 18, 19, 21, 22, 23, 26, 31,
33 to 36, 38, 40, 41, 43, 44.

DANVILLE: W. L. Shepherd.
Retail (formerly Eaton & Shepherd), 1, 3
to 9, 12, 14, 18 to 23, 30, 34, 36, 38, 40,
41.

DICKENS: J. T. Cronk.
Retail (succeeded Wm. McCurdy), 1 to 8,
10, 11, 12, 14, 18, 22, 23, 26, 28, 30, 31,
36 to 39, 41, 44.

ELLIOTT: Reynolds Bros. & Carson.
Retail (succeeded Malony & Son), 1 to 7,
10, 12, 14, 15, 18, 19, 21, 23, 24, 26, 28
to 31, 33, 36, 38, 40, 41.

EVERLY: C. H. Petersen.
Retail (succeeded F. Willis Jenks), 1 to 8,
10, 11, 12, 14, 18, 22, 23, 25 to 28, 30, 36,
38, 40, 41.

MT. AUBURN: Call & Farmer.
Retail (formerly W. E. Call), 1, 3 to 12, 14,
15, 18 to 23, 25, 27, 28, 30, 31, 36, 38, 40,
41.

MURRAY: Beymer & Kimes.
Retail (succeeded E. M. Critchfield & Co.),
1 to 12, 14, 18 to 39, 41, 43, 44.

OLIN: Fulton & Whitmore.
Retail (formerly Huber & Fulton), 1 to 12,
14, 15, 18, 19, 21, 22, 24 to 34, 36, 37, 38,
40, 41, 43, 44.

THORNBURG: Guy Francis.
Retail (formerly Nutting & Francis), 1, 3
to 9, 11, 12, 15, 18, 20 to 23, 28, 30, 31,
32, 36, 37, 41.

WELLMAN: Harry Huffman.
Retail (succeeded E. S. Bonnell), 1 to 10,
12 to 15, 18, 19, 21 to 27, 29 to 33, 35 to
44.

Kansas

ALDEN: Ross & Zimmerman.
Retail (succeeded Bradley & Ward), 1 to
15, 18 to 22, 24 to 31, 33, 35, 36, 38, 40,
41, 43.

CAWKER CITY: F. E. Sparks.
Retail (succeeded Meisenheimer & Bock), 1
to 9, 11, 12, 14, 18 to 36, 38, 40, 41, 43.

IDANA: C. R. Park.
Retail (succeeded R. V. Poach & Co.), 1,
3 to 7, 12 to 15, 18, 20, 23, 30 to 36, 38,
39, 41.

KIMBAL: V. S. Kelsey.
Retail (succeeded Kimbal Hardware Co.),
1 to 10, 12, 14, 18, 20, 21, 24, 25, 27, 28,
30, 31, 36 to 39, 41.

SOUTH HAVEN: W. O. Proctor.
Retail (succeeded Ruthrauff Bros.), 1, 3 to
9, 12, 14, 18, 20 to 23, 26, 30 to 36, 40,
41.

WESTMORLAND: Westmorland Hard-
ware Co.
Retail (succeeded John Collins, Est.), 1, 3
to 9, 12, 14, 18, 21, 22, 23, 26, 27, 28, 30
to 36, 38, 41.

Maine

EAST MACHIAS: A. H. Hoyt.
Retail (opened new store), 5, 8, 14, 19, 22,
23, 37, 43, 44.

Massachusetts

MONTAGUE: L. B. Cobb.
Retail (formerly at South Deerfield), 5, 8,
18, 19, 22, 23, 38, 40.

Missouri

CONWAY: J. L. Brooks.
Retail (formerly Brooks & Johnson), 1, 3,
4, 5, 7 to 14, 18, 21, 25, 27, 30, 36, 37, 38,
41.

SAVANNAH: Simpson & Kirtley.
Retail (formerly Crosby & Simpson), 1 to
9, 12, 14, 18, 19, 22, 23, 24, 26, 27, 29,
30, 31, 33 to 41, 43, 44.

New Jersey

NEWARK: Crane & Milligan, 54 Mechan-
ics St.
Wholesale and retail (opened new store).
6, 7, 8, 13 to 17, 19, 22, 23, 27, 28, 29, 33,
35, 36, 44.

New York

BELMONT: Sisson, Smalley & Co.
Retail (succeeded John Nicholson), 1 to 9,
11 to 14, 18 to 38, 40, 41, 43, 44.

GOUVERNEUR: Walter R. Perrin.
Retail (succeeded C. H. Bowne & Co.), 1
to 8, 12, 13, 14, 17, 18, 19, 22 to 30, 32
to 35, 38, 40, 41, 43, 44.

SHERMAN: Sperry Hardware Co.
Retail (formerly E. Sperry & Son), 1 to 8,
10 to 14, 18, 19, 20, 22, 23, 25 to 31, 33
to 38, 40, 41, 43, 44.

TONAWANDA: Lynch & Stickney.
Retail (opened new store), 1 to 10, 12, 13,
14, 17, 18, 19, 22, 23, 25 to 31, 33 to 38,
40, 41, 43, 44, 45.

Ohio

EAST LIVERPOOL: East Liverpool Hardware Co.

Retail (succeeded East End Hardware Co.),
1 to 8, 10, 12, 13, 14, 17 to 38, 40, 41,
43, 44, 45.

GREENVILLE: Duffey Hardware Co.

Retail (formerly J. P. Duffey), 1 to 5, 7
to 11, 12, 13, 14, 18, 25, 26, 28, 29, 33 to
36, 38, 40, 41.

Oklahoma Territory

FREDERICK: Hubbard Bros.

Retail (succeeded Kelley, Harris & Co.), 1
to 9, 12, 13, 14, 18, 20, 21, 22, 25, 26, 29,
30, 32 to 38, 40, 41, 43.

HOMESTEAD: Close & Kennedy.

Retail (formerly Philpott & Close), 1, 3, 4,
5, 7, 8, 9, 12, 14, 15, 18, 20, 22, 25 to 38,
30 to 34, 36, 37, 38, 41.

Oregon

COTTAGE GROVE: Miller & Corbett.

Retail (formerly C. J. Miller), 1, 3 to 6, 8,
9, 10, 12, 13, 14, 18, 19, 23 to 26, 29, 30,
32, 33, 34, 36 to 42.

Pennsylvania

PITTSBURG: Wolf-Lane Hardware Co.

Wholesale (formerly Wolf, Lane & Co.)

Texas

AMARILLO: Morrow-Thomas Hardware Co.

Wholesale and retail (succeeded Stringfellow-Hume Hardware Co.), 1, 3 to 10,
12, 14, 18 to 31, 33, 35 to 38, 40, 41, 43,
44.

BRONTE: Van Pelt & Kirk Hardware Co.

Retail (opened new store), 1 to 9, 11, 12,
14, 18, 21, 22, 25, 29, 37.

HAMLIN: Riter Hardware Co.

Retail (opened new store).

LLANO: Atkins-Qualls Hardware Co.

Retail (opened new store), 1 to 10, 12, 14,
18, 20, 21, 22, 25, 29 to 33, 36, 37, 40 to
44.

NACOGDOCHES: Cason, Monk & Co.

Wholesale and retail (formerly D. K. Cason), 1 to 10, 12, 14, 18, 20 to 25, 29,
31, 32, 33, 35 to 38, 40, 41.

Vermont

ST. JOHNSBURY: L. H. Farnham.

Retail (formerly Farnham & Allen), 1 to
10, 13, 14, 18, 19, 22, 23, 24, 28, 32, 33,
34, 36, 38, 43, 44.

Virginia

RICHMOND: Kennedy Bros. & Kellam, Inc.

Retail (succeeded Sitterding, Carneal & Davis Co.), 1 to 4, 6, 7, 8, 12 to 15, 23 to
34, 36, 42.

Wisconsin

BURLINGTON: Wm. F. Reineman.

Wholesale (succeeded H. Konst), 1 to 8,
11 to 14, 18, 19, 21 to 28, 30 to 41, 43,
44, 45.

EAU CLAIRE: Foss-Armstrong Hardware Co.

Wholesale and retail (succeeded H. F. Schlegelmilch Hardware Co.), 1 to 7,
10, 12 to 18, 20, 23, 24, 26 to 36, 38, 40,
41.



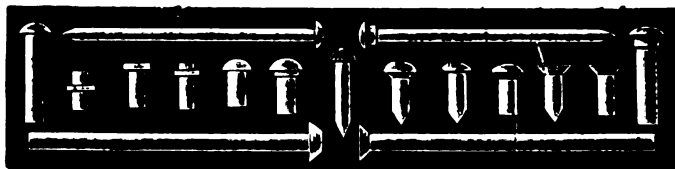
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By working our factory (employing nearly 3,000 hands) nights constantly during the last six months of this year, we have kept nearly abreast with our immensely increased business—now nearly

10,000 WATCHES DAILY

and are at present filling orders with fair promptness.

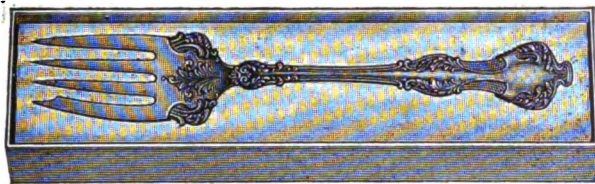
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The "CREST," like all goods bearing the stamp

★ Rogers & Bro. A-1

may be relied upon as being thoroughly reliable, honest in workmanship, satisfactory to the dealer and his customer. The reputation of the Old Reliable "STAR (★) BRAND" has stood the test of the years.

We are always glad to help the dealer advertise our goods and, upon request, will supply cuts and printed matter without cost.

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Successor to

ROGERS & BROTHER
WATERBURY, CONN.

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5th Avenue and 17th Street,

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Fine Plumbing Fixtures. Ornamental Iron Work and Stable Fixtures. Boilers and Radiators for Hot Water and Steam. Ranges and Hot Air Furnaces.



A New Dainty- Rosette Wafers

Crisp and delicious—for breakfast, luncheon or afternoon tea.

Made with the thickest of batter and a novel little iron. A few women can make forty of them in 20 minutes at a cost of 10 cts.

All the best dealers sell these wafers at 50c a set.

If poor if they do not sell them, send us 75c and we will mail you a set postpaid.

FREE—Send your order's name, when writing, and we will give you a book of 48 new recipes, telling how to cook them, and our interesting catalogue of culinary novelties.

ALFRED ANDRESEN & COMPANY
1306 Washington Ave., S., Minneapolis, Minn.

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An enlarged reproduction of the advertisement shown herewith will be read in the leading publications every month by Over Ten Million Women. The thousands who answer this ad. will be referred by us to local dealers carrying our line. Your customers will demand our goods. Are you prepared to supply them?

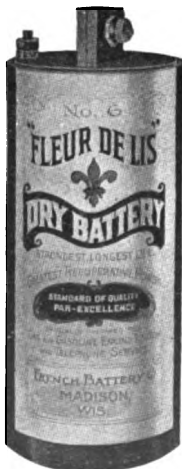
ROSETTE IRONS patented by us are now universally popular with increasing demand.

HEART-SHAPED WAFFLE IRONS. This design is patented by us; they bake the waffles evenly, making them wholesome; this, together with the beautiful design, has made them the leading Waffle Iron on the market.

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Every hardware dealer in this country who shall refuse to handle our new "FLEUR DE LIS" DRY CELLS will be *prosecuted* by us to the fullest extent of the business law. COMMON SENSE will tell you that it is to your advantage to handle the NEWEST ADVANCED DRY CELL. We allow you the *largest possible margin* in handling our cells and we guarantee them.

FRENCH BATTERY COMPANY
MADISON, WISCONSIN

Chicago:
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Stock Exch. Bldg.

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—For a chance to tell you in a few “straight-from-the-shoulder” words, the “WHY” of **WYNN'S BLACK SILK STOVE POLISH.** Why its sale *is* growing by leaps and bounds. Why it is positively a “flock of one” in its beautiful lustre, cleanliness and staying power and why you dare buy it in quantities, without its eating up its own cans and YOUR profit. Ask us for a little “soon-over” circular.

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97 Blackstone Street,
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Main Office and Factory at Sterling, Illinois, U. S. A.

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We make the attractive, easy-to-mount kind demanded by the dealer.

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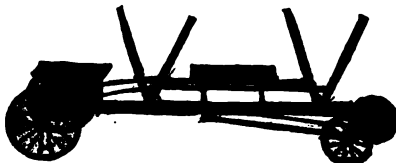
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Racer No. 1. For Children from 6 to 15 years.



Racer No. 2. For Two Children 6 to 15 years.



Combined Baby Jumper and Bed. Is a relief to the mother 24 hours every day.

THE HILL CLIMBERS

Built for all sized children. Boys and Girls. The strongest and speediest car built. Geared. Has gear wheels incased. Has three different motions, The best advertised line of Hand Cars on the market. We advertise for the Merchants. *The Money Makers.*

THE MONEY MAKERS



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Write us for Catalogue and Prices.
DEPT. J.



Racer No. 4. For Children from 2 to 6 years.

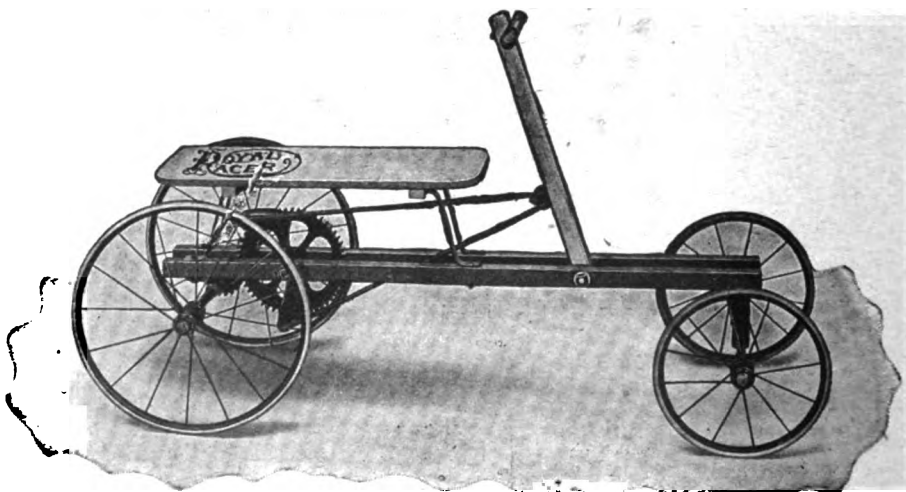
All Patented



Combined Baby Walker and Tender. Teaches the baby to walk without becoming bow-legged.

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THE CAR THAT SELLS AT SIGHT

Built on an entirely new principle, and mechanically geared for greater speed with one-fourth the effort. An invigorating and healthful recreation for the boy or girl. Once seen, and you will buy only the "ROYAL RACER."

Manufactured only by H. N. THAYER CO., Erie, Pa.



For prairie chickens and quail to turkeys and geese there is no all around shotgun like the 12-gauge *Marlin* Model 19 repeating take-down.

This gun is light and quick. It comes to the shoulder with the pleasant certainty which means good scores.

The solid top, side ejection, automatic hang-fire, safety recoil block and take-down features all make for that *Marlin* comfort and convenience so prized by gun lovers.

Any goose or duck shooter appreciates a repeating shotgun in which the breech bolt, when closed, fills the opening in the frame, thus keeping out sand, rushes and rain or snow, a gun that will not freeze up or clog, and all huntsmen value the safety recoil block, which prevents the breech

being opened by accident or prematurely in rapid firing.

The magazine carries five shells, and with one in the chamber, the *Marlin* Model 19 places six shots at your disposal. All six shots can be fired in four seconds.

The breech-block and all the working parts are cut from solid steel drop-forgings.

Barrels for the Model 19 *Marlin*, Grades "B" and "C," are made of "Special Smokeless Steel" severely tested and are required to put 325 No. 8 shot into a 30 in. circle at 40 yards.

The many superior qualities of this beautiful shotgun are described more fully in our new Catalog, which will be mailed you FREE upon receipt of six cents in stamps.

The Marlin Firearms Co., 21 Willow St., New Haven, Ct.



For a Powerful Organ-like Tone the New

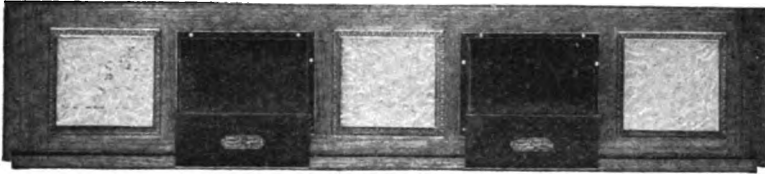
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Surpasses any mouth-organ that has ever been placed on the market.

No. 220. This instrument which has lately been offered to the trade, is endowed with a phenomenal amount of tone power. The reeds are directly connected with a wooden sound-box, into which the tone passes, and finds an outlet through five Brass Trumpet Horns which protrude from the box. No Harmonica of this kind has ever been shown to the trade before, nor is there any which increases the tone so wonderfully. In the hands of an expert player this instrument can be made to sound like a church organ. In producing this instrument the house of Hohner has again shown great results from its constant effort to bring the Harmonica on the level with a high-class musical instrument. The mouth-organ has 10 double holes, 40 reeds, brass plates and is full concert.

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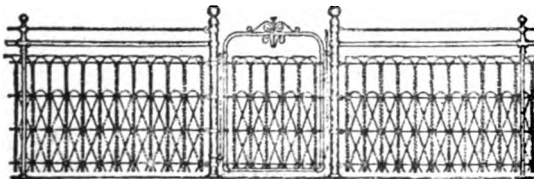


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Hopkins & Allen Junior Repeating Rifle



22 calibre, take down pattern, military style, bolt action, Rocky Mountain step rear sight and pin-head front sight. Selected Walnut stock with military butt plate, positive safety device to trigger so that the rifle cannot be fired until the lever is home. Length of barrel, 20 inches; weight, 5½ pounds. Length over all, 38½ inches. Can be used as a single shot as well as a repeating rifle. Rifling of our improved increase twist, parts all drop forged and lock work made of spring steel. Shoots 22 short or 22 long or 22 long rifle cartridge, and the magazine will hold 16 shorts or 12 long or long rifle cartridges, and the magazine will feed these cartridges if put in promiscuously.

To load rifle, pull out tube in magazine until slot is uncovered and place cartridges in the slot, bullet part of cartridge pointing out. After loading replace tube in magazine and fasten it by turning knob into slot at the extreme end of magazine.

To operate the rifle, raise lever to top of barrel and pull back bolt until hammer is cocked, and then push bolt forward and return lever to first position.

It is essential that the rifle be kept clean, and should be thoroughly cleaned and oiled after using. Use ammunition with greaseless bullets.



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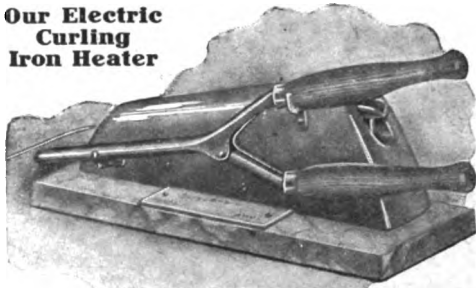
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WE MAKE THEM

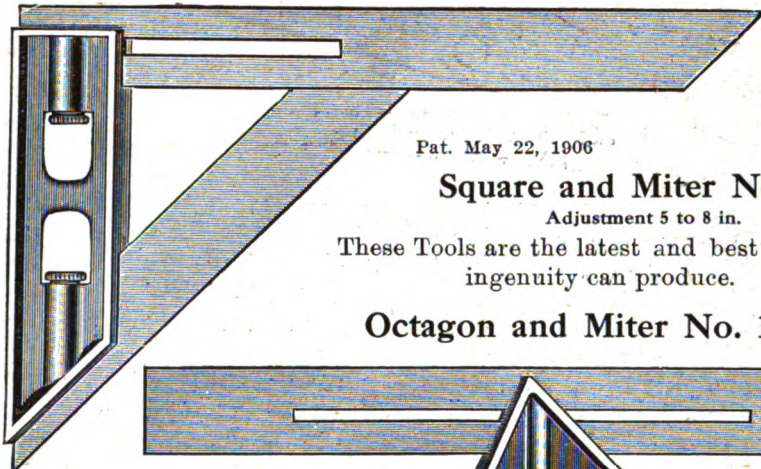
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Waukesha, Wis.



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THE FOX TOOLS



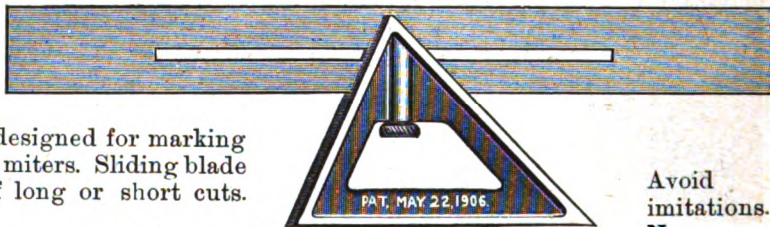
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This Tool is designed for marking octagons and miters. Sliding blade will allow of long or short cuts.

Avoid imitations. None genuine without sliding blade.



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Fox's Tools

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Retailers, ask your jobber about this line

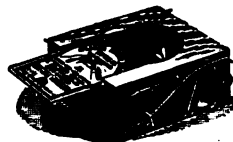
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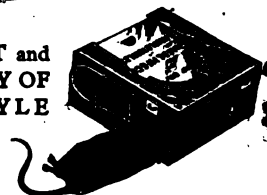


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CHASSE MFG. CO., 57 Vesey St., New York

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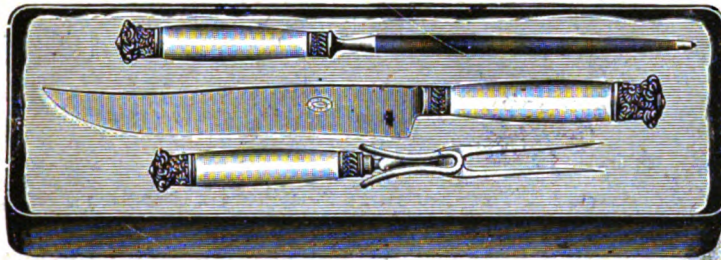
"ANCHOR" BRAND CARVERS

MANUFACTURED BY

LAMSON & GOODNOW MFG. CO. ESTABLISHED 1837

THE NAME THE GUARANTEE OF QUALITY

Sold by the Leading Jobbers of the United States

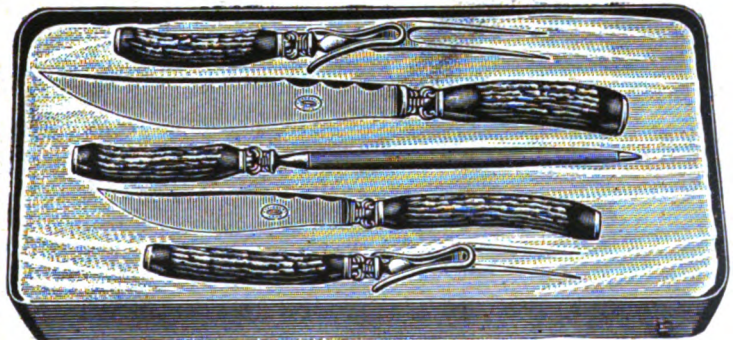


250
Patterns
to
Select
From

Plain and
Mounted Handles

No. 8047 Grain Celluloid Sterling Silver Mountings

WITH
STAG
BONE
WALRUS
IVORY
CELLULOID
IVORIDE
COCOBOLO
and EBONY
HANDLES



No. 0102. Five Piece Set Genuine Stag Handles



The Line that Gives
Perfect Satisfaction

Carvers
that Sell

to Your
Customer

Do not Delay

Look Us Up To-Day



Factory

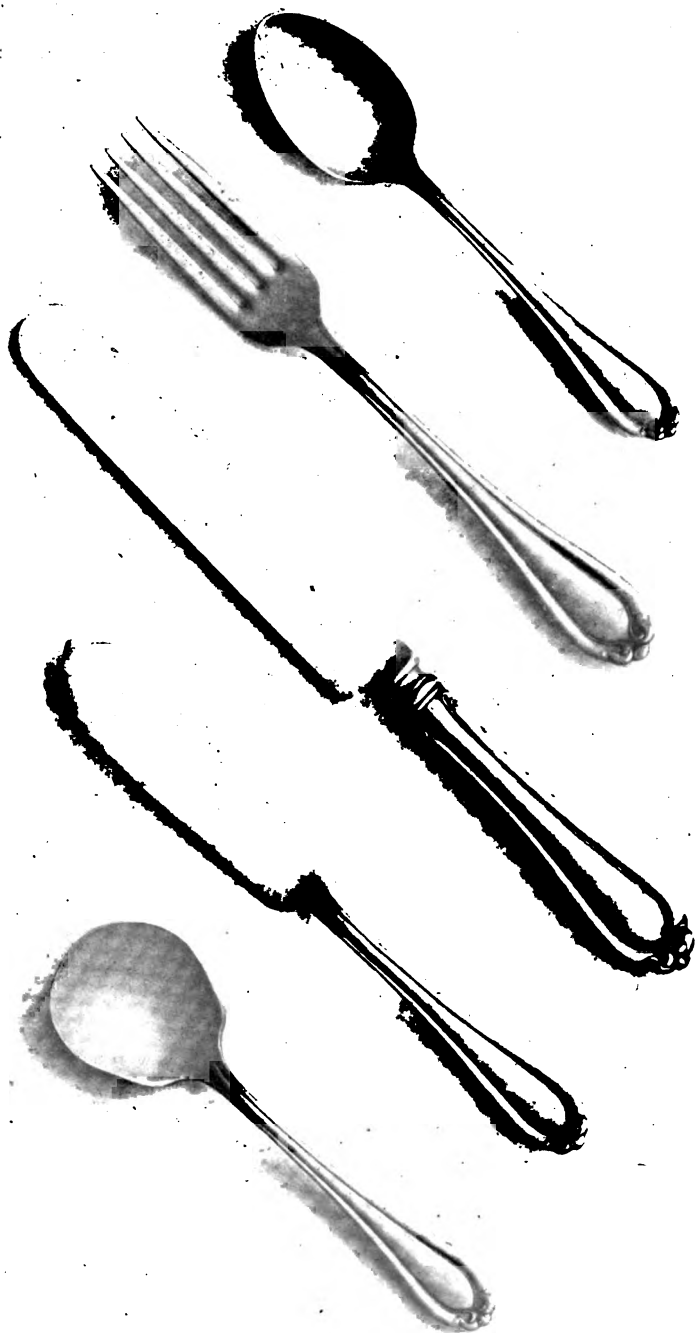
**SHELBURNE FALLS
MASS.**

New York Office

OAKMAN BROS. CO.
45 MURRAY STREET

WRITE FOR CATALOG

COMMUNITY SILVER



The superiority of
Community Silver
designs is every-
where recognized.

The superiority of
Community Silver
plate has been pro-
ved by U. S. Gov-
ernment Assayer's
test

Moderate Prices
At All Dealers

Oneida Community
Ltd.
Oneida, N. Y.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



WE are showing Community Silver to millions of people through the large "windows" of our full-page advertisements.

¶ You can profitably supplement this great publicity by a tasteful display of Community Silver in your own windows.

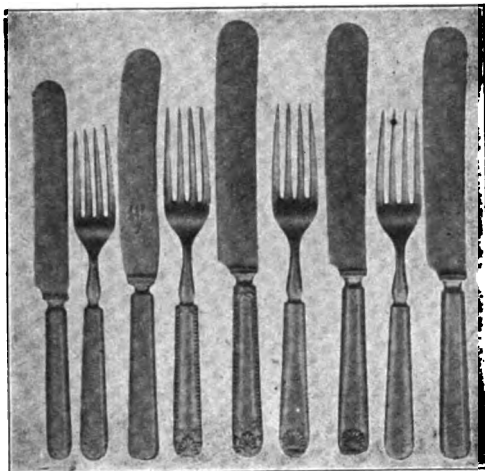
¶ Its beauty will enhance the Christmas brightness; its ready sales will swell your holiday profits.

ONEIDA COMMUNITY, LTD.

ONEIDA, N. Y.

Founded in 1848

New York Salesrooms: 395 Broadway

GUARANTEED for 100 YEARS**SOLID YOUREX SILVER**

Manufactured for us by the

International Silver Company**NOT HANDLED BY JOBBERS****ORDER DIRECT****NOT HANDLED BY CATALOGUE HOUSES****KNIVES—FORKS—SPOONS****SOLID YOUREX SILVER**

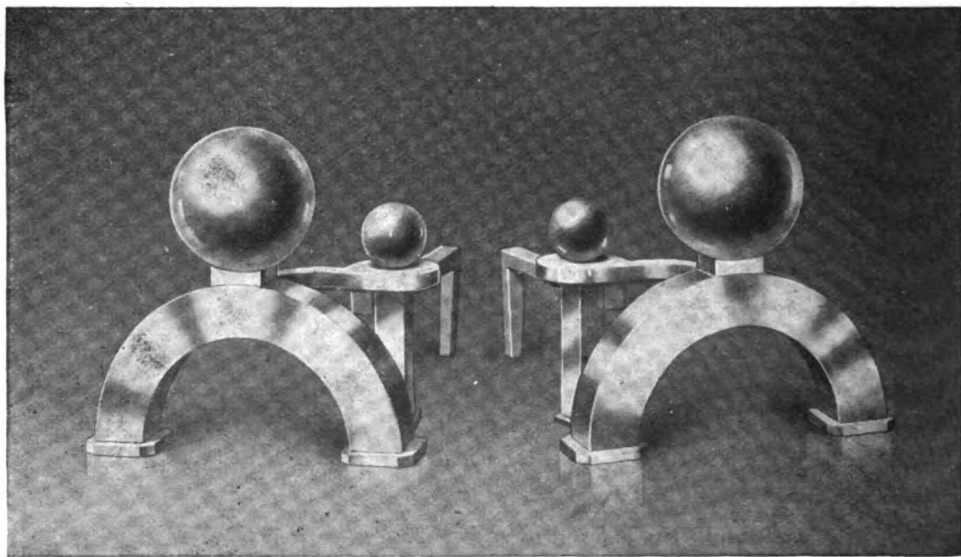
May indeed be termed a new discovery in precious metals and it is controlled alone by us. The only satisfactory substitute for Sterling Silver ever introduced. It will not tarnish as soon as Sterling Silver. Its surface can always be kept bright and fresh. It is solid and **NOT PLATED**. Age has no effect upon its appearance. Clean with Sapolio, Whiting or any other polish the same as you would a Steel Knife; there is no plating to wear off. Consequently is of the same color clear through. Knives can be sharpened like a Steel Knife and will not rust.

*Send for our New Catalogue.***ASSOCIATED SILVER COMPANY**

174 East Lake Street,

CHICAGO

We are making more ANDIRONS than ever.
Why? Because we know how.

*Write for Catalogue "M."***THE ROSTAND MANUFACTURING CO., Milford, Conn.**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Manning, Bowman & Co.

MERIDEN, CONN.

NEW YORK: 25 West Broadway.

CHICAGO: 158 State Street.

"METEOR"

Circulating Coffee Percolators

Over 100 Styles and Sizes

BAKING DISHES,
TEA AND COFFEE POTS,
HOTEL WARE,
BATH ROOM FURNISH-
INGS, ETC.

ALWAYS Insures Delicious Coffee and
SAVES ONE-THIRD

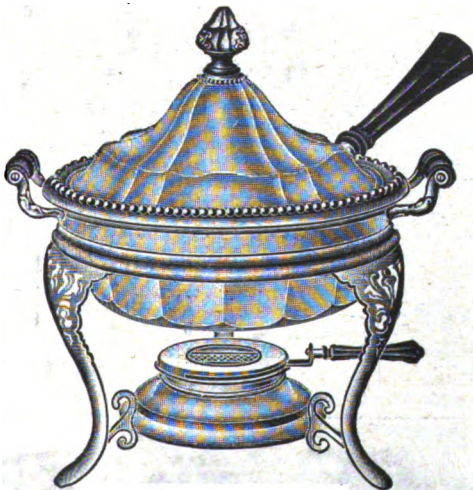
(Equally desirable
for making Tea.)



Sectional View.

Made also in Urn style with Alcohol lamp for use on
the table.

CHAFING DISHES } COPPER
with "Ivory Enameled Food Pan" } NICKEL
SILVER



No. 24 Chafing Dish

ECLIPSE BREAD MAKER

We guarantee the

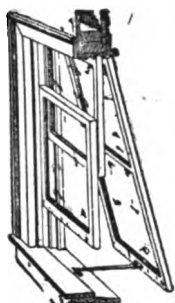
"ECLIPSE"

Will Mix and Knead a Batch of
Dough thoroughly in

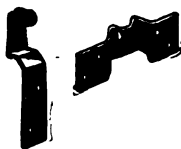
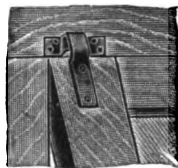
THREE MINUTES

without Hands Touching the
Dough

New Catalog No. 49H sent on request



For Ventilation

**"THE SENSIBLE"****Storm Sash and Screen Hanger and Fasteners**

An ideal ventilator that forms a perfect lock when closed.

For sale by all jobbers of the Northwest. It is the **ONLY** tight-fitting Hanger in the market. Write to-day for particulars.

MANUFACTURED BY

R. G. WINTER MFG. CO., Milwaukee, Wis.

Hand Bell

Bells of Every Description

SLEIGH, ENGINE,
ELECTRICAL, GONG, HAND
AND AUTOMOBILE

Our goods speak for themselves. Send for our free illustrated catalogue and you will become interested.

TRADE WINNERS**THE EAST HAMPTON BELL CO., East Hampton, Conn.**

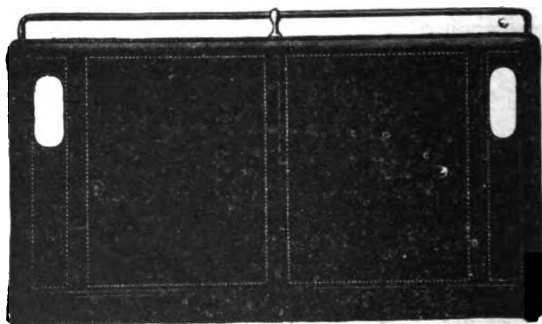
Genuine Swiss Cow Bell

KICK PLATES

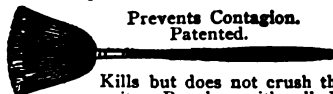
We carry a Large Stock of Specially Selected Brass and Bronze in all widths for Kick Plates and can match any finish of hardware.

THE TURNER BRASS WORKS, 61 North Franklin Street CHICAGO**McKINNON DASH COMPANY, BUFFALO, N. Y.**

Troy, O. Cincinnati, O. St. Catharines, Ont.

DASHES, FENDERS**ROLL UP STRAPS AND PROP BLOCK WASHERS****The Bigelow Wire Fly Killer**

Indispensable for the Household

Prevents Contagion.
Patented.

Kills but does not crush the fly or mosquito. Popular with all Housekeepers.

Sanitary Wire Sink BrushWill not rust. Non-Absorbent.
Patented.

No disease germ can adhere to the Brush. Sold by the Hardware Trade.

Send for Prices.

**J. F. BIGELOW, MFR., Worcester, Mass. New York Agents, Wilson Bros., 107 Chambers St.****SHELBY SEAMLESS STEEL TUBING**

Greatest Strength - Least Weight
Saves using Solid Stock.

SEND SPECIFICATIONS - WE QUOTE PRICES.

SHELBY STEEL TUBE CO. General Sales Office PITTSBURG, PENN.

BRANCH OFFICES - NEW YORK - CHICAGO.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

STOVE **POLISH** **LIQUID - PASTE - POWDER**

High-Grade Polishes which Polish

SEND FOR FREE SAMPLE

STOVE POLISH
for the
MANUFACTURER

STOVE POLISH
for the
DEALER

STOVE POLISH
for the
HOME

Give satisfaction and pay you good profit.

WRITE FOR QUOTATIONS AND CATALOG

A-B Polish Company

SUCCESSORS TO AYLING BROS.

CHICAGO, ILL., U. S. A.

1st
Dime
Locks

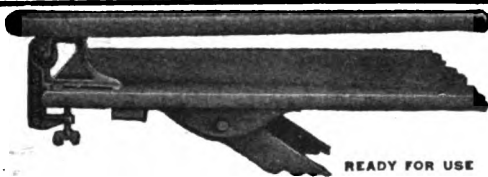


50th
Dime
Unlocks

You Can't Work or Pick the Basket Bank

No key to lose or combination to forget. Absolutely safe. No way of getting the money until \$5.00 is saved. BEST REGISTERING BANK MADE. Finely finished. BIG SELLER. BIG PROFITS. Order from your jobbers. If they haven't them write us.

SCHULTZ & STAPLES, 34 Wabash Ave., Chicago, U.S.A.



READY FOR USE

Auxiliary Ironing Board Co.'s —VERIBEST—

Size—Length, 20 inches. Price, \$14 per gross.
Width, 5 and 2 1/4 inches. 3 Dozen in Box.

MANUFACTURED BY

AUXILIARY IRONING BOARD CO.
Rochester, N. Y., U. S. A.



THE VANDEGRIFT WOOD HANDLE SCREW WRENCH

Hardwood Handle, parts fitted to stay, will not crack or break. Lower Jaw and Handle Shank of one solid piece, with machine steel studs inserted clear to base. Will outlast any ordinary wrench. Write for sample.

THE VANDEGRIFT MFG. CO., Shelbyville, Ind. New York Office, 108-10 Duane St.



GIFFORD - WOOD CO.

**ICE TOOLS
ELEVATORS**

CATALOGS

HUDSON, N. Y.



Arlington, Mass.

14 So. Jefferson St.
Chicago, Ill.

THE HUSTLER ASH SIFTER

"Say, this is great!"



Quick sellers
because every-
body easily sees
their good
points,—and the
"Hustler"
SIFTS the ashes.

**THE HUSTLER PLEASES EVERYBODY.
NO DUST. NO DIRT. IS A QUICK SELLER.**

TIME TO ORDER IS NOW AND BE SURE OF PROMPT DELIVERY.

Sales have doubled each year over previous year. Send for catalogue and prices.

MADE ONLY BY

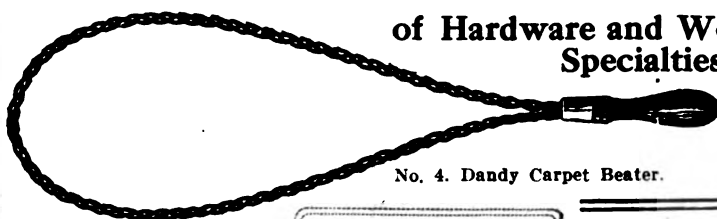
HILL DRYER CO., 315 Park Ave., WORCESTER, MASS.
New York Office, 1135 BROADWAY.

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A FEW GOOD THINGS FROM OUR EXTENSIVE LINE
of Hardware and Woodenware
Specialties



Dandy Hay Knife.

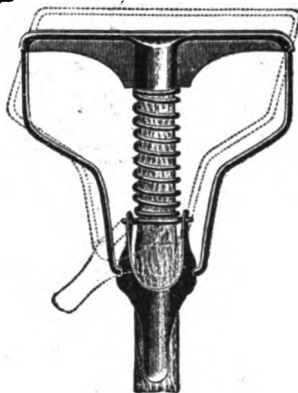


No. 4. Dandy Carpet Beater.

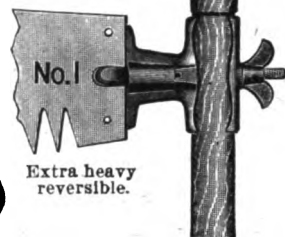
500,000

No. 13
DANDY MOP STIX
sold since Jan. 1st, '06.

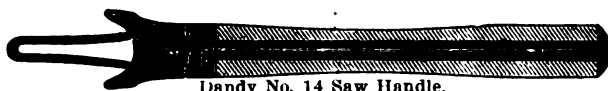
Your stock is not
complete without
the Dandy No. 13.



LARGEST
MANUFACTURERS
of **CROSS-CUT**
SAW HANDLES
in the world.



Extra heavy
reversible.



Dandy No. 14 Saw Handle.

THEO. J. ELY MFG. CO., Girard, Pa.

Finest quality Steel
Blade—Oil tempered
and polished.

HATCHETS

A Fine Cutting edge.
No loose Heads.

Black

2 STYLES

Eagle

2 STYLES



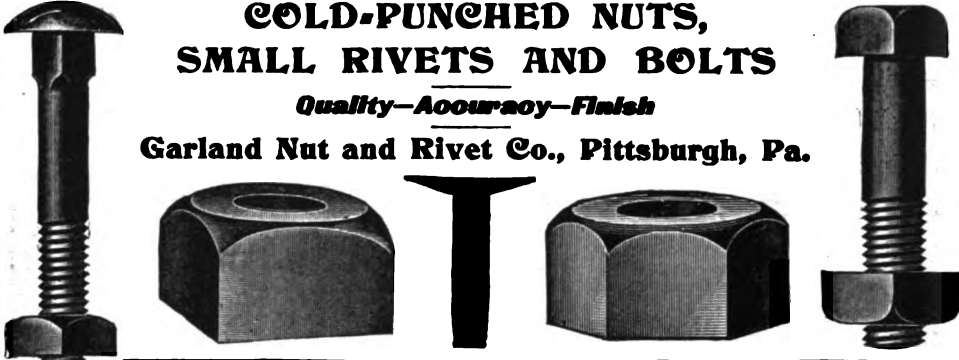
A good seller at
a good profit.

Inquire of
your jobber or write

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

Combines Quality—Style
and Finish—at a
reasonable price.

**COLD-PUNCHED NUTS,
SMALL RIVETS AND BOLTS**
Quality—Accuracy—Finish
Garland Nut and Rivet Co., Pittsburgh, Pa.



G. C. & E. P. TOWNSEND CO.
NEW BRIGHTON, PA.
MANUFACTURERS OF
**RIVETS, WIRE
AND WIRE NAILS.**



Oliver Iron and Steel Company

**CARRIAGE
MACHINE
BRIDGE
HEEL**

BOLTS

Picks, Mattocks and Grub Hoes,

Wagon Iron Hardware,

Crowbars, Wedges, Etc.

PITTSBURGH, PA.

Manila and Sisal Rope



We have for prompt shipment a large stock of rope in Chicago.

We can make some low prices.

H.Channon Company.
Chicago.

"Columbian" and "Eureka"



Manila and Sisal . . . ROPE

Oil Well Cordage
Transmission Rope
Hay, Hide and Bale Rope
Tarred Lath and Fodder Yarn
Jute and American Hemp Twines

Agencies in All Principal Cities

Columbian Rope Co.
AUBURN, N. Y.

ROPE and TWINE

MANILA ROPE
SISAL "
RUSSIA "
ITALIAN "
JUTE "
TRANSMISSION ROPE
PLOW LINE "
OIL WELL CORDAGE
INDIA TWINES
HARDWARE TWINES
WOOL "
WRAPPING "
TARRED CORDAGE OF ALL SORTS

PRICES
AND
SAMPLES
ON
REQUEST

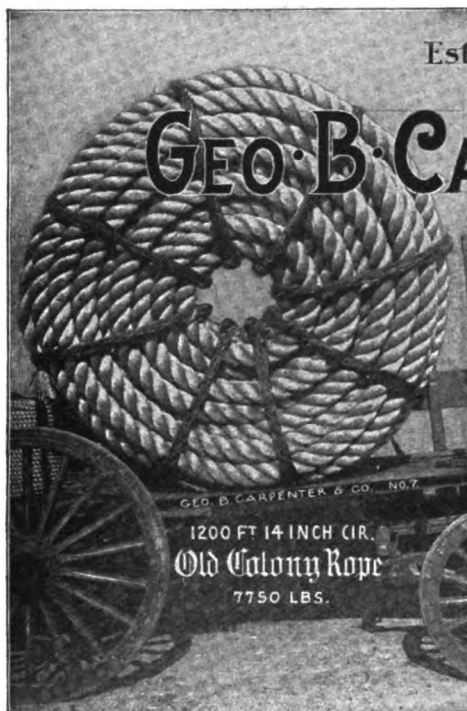


SEND FOR
OUR
DESCRIP-
TIVE
FOLDER

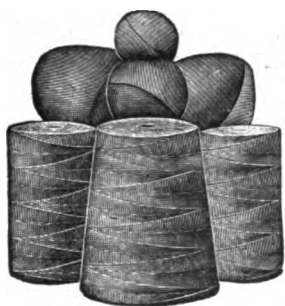
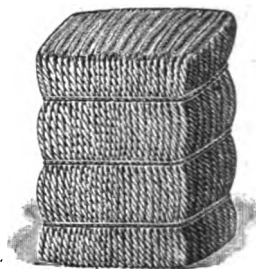
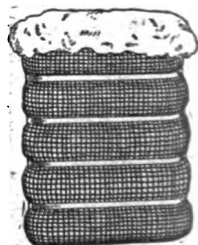
WE BELONG TO NO TRUST
POOL NOR
COMBINATION

Our goods pass to the dealer at a smaller margin over actual cost than any other cordage.

THE NEW YORK CORDAGE CO.
83-85 WALL STREET,
Cable Address, "Nycord" NEW YORK



Established 1840

GEO. B. CARPENTER & CO.**MANILA & SISAL
CORDAGE****ANNISTON SASH CORDS****LUDLOW TWINES****HARTZ BLOCKS****COTTON DUCK****200-204-206-208 S. Water St.
CHICAGO.****MANUFACTURERS OF
COTTON****TWINES, MOPS, WASTE
WICK, SASH CORD, AND CLOTHES LINES****ESTES
MILLS****Fall River, - Mass.**

SILVER LAKE

OUR NAME IS STAMPED ON THE CORD

The SILVER LAKE

Solid Braided

**Rope, Sash Cord, Railroad Bell Cord, Trolley Cord,
Masons' Lines, Chalk Lines, Clothes Lines, Etc.**

Recognized Standard since 1868

Silver Lake Sash Cord is made from fine yarn, perfectly braided and smoothly finished by experienced workmen, thus filling every requirement of a good cord.

The man who knows the good and bad points of all cords buys Silver Lake.

The Best is the Cheapest The Best is What You Want Send for our Catalogue

THE SILVER LAKE CO.

78 Chauncey Street, - - - BOSTON, MASS.



"PLYMOUTH" ROPE

1906

FOR 82 YEARS THE WORLD'S BEST

1824

Eighty-two years is a long time for a business to live and *grow*. That

82

our business has done that and is *still growing* is proof positive of at

least one thing. That is that "Plymouth" goods are *right* in every particular. The people who realize this are keeping our machinery moving lively, and others are finding it out daily.

"Plymouth" goods are always uniformly high grade and the conditions of manufacturing and marketing are such that they are also in reality cheaper.

Don't bother with poor rope—"Plymouth" means "economy for the user, satisfaction for the dealer." Write us and we will tell you how to get our rope quickly and conveniently.



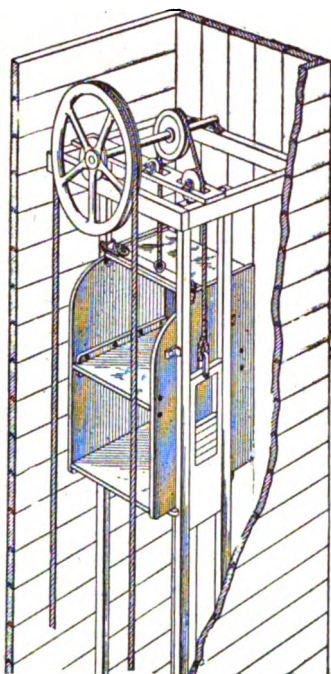
Plymouth Cordage Co.

382 Court Street

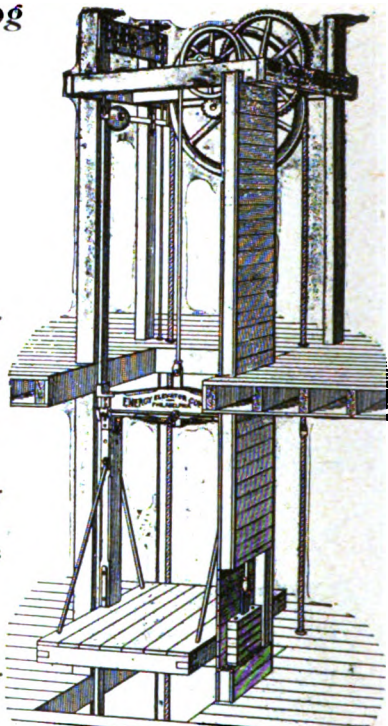
North Plymouth - - Mass.



*We shall be glad to send you Catalog
describing*



The Little Beauty
Dumb-Waiter
The Rapid Transit
Dumb-Waiter
The Energy Dumb-
Waiter
The Little Giant Dumb-
Waiter
The Side Post Hand
Elevator
The Back Guide Hand
Elevator
Hand Power Passenger
Elevator
Carriage or Warehouse
Elevator
Belt Power Elevators
Basement Lifts
Power Attachments for
Hand Elevators



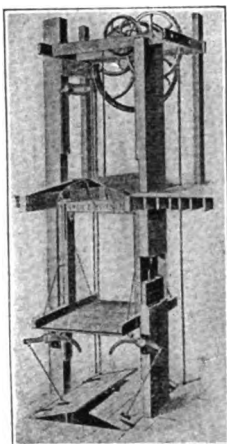
ENERGY ELEVATOR COMPANY
406 Cherry Street, PHILADELPHIA, PA.

UNION ELEVATOR AND MACHINE CO.

FREIGHT ELEVATORS

144-146 Ontario St, CHICAGO.

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ELEVATORS

**AUTOMATIC
HATCH DOORS
DUMB WAITERS**

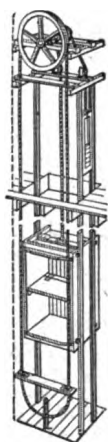
And all Appliances
for Same

Manufactured by

**O'Neill
Elevator Co.**

928 Cherry Street,
PHILADELPHIA, PA.

Send for Catalog



Dumb Waiters AND Hand Elevators

Of the Most Improved Auto-
matic Construction

Trunk Lifts, Invalid Lifts, Carriage Ele-
vators, Sidewalk Elevators, Freight
Elevators, Hatchway Hoists.

**SEDGWICK
MACHINE WORKS**

84, 86, 88 Carroll Street,
POUGHKEEPSIE, N. Y.

128 LIBERTY ST., NEW YORK

Catalog on Application. Estimates
on Request

**IMPROVED Quick and Easy Rising Steam,
Electric and Hand Power**

ELEVATORS

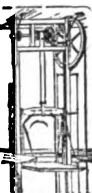
KIMBALL BROS.

900 Ninth Street, Council Bluffs, Ia.

SEND FOR CIRCULARS

Kimball Elevator Co., 239 Vincent St., Cleveland, O.

Branch Offices: 20 Cedar St., New York
108 Eleventh St., Omaha



BEST HANDLED HAMMERS MADE
 $\frac{1}{2}$ DOZEN IN EACH BOX.

Send for Illustrated Catalogue,
FOR SALE BY ALL IRONMONGERS.

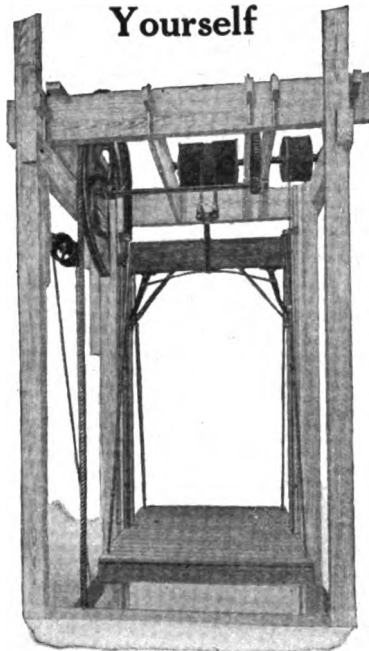
Henry Cheney Hammer Co.,
LITTLE FALLS, N.Y., U.S.A.

ADZ-EYE NAIL HAMMERS

**Machinists' Hammers, Tinnerns, Blacksmith,
Farriers, Riveting.**

We Pay the Freight

**You Install Elevator
Yourself**



Center Lift Hand Power Elevator.
All Parts Inter-Changeable.

To Hardware Dealers

WE WILL ship this Elevator direct to you,
freight paid and you can install it your-
self without expense except the help of the
average mechanic. This is an exceptional
offer. Everyone knows that EATON &
PRINCE means dependable Elevators. No
other Elevator is quite as good because none
is made with such infinite care. Send for our
interesting Illustrated Catalogue No. 44.

EATON & PRINCE COMPANY

70-76 Michigan St., Chicago, Ill.



Built for Work

We absolutely guar-
antee Armstrong's
Pipe Cutting and
Threading Machines,
as to excellence of
materials and work-
manship. They are
strongly made, light,
compact and power-
ful, and built to last.
Send for our cata-
logue.

**THE ARMSTRONG
MFG. CO.,**

291 KNOWLTON ST.,
BRIDGEPORT, CONN.

BUY POULTRY NETTING, WINDOW SCREEN CLOTH, ELECTRICALLY-WELDED WIRE FABRICS, WIRE MATS, OR

ANYTHING MADE FROM WIRE,

From the manufacturer who guarantees the quality and can ship the goods when required. We manufacture every description of WIRE CLOTH, NETTING, FENCING and PERFORATED METAL, including the following specialties:

"CLINTON" BRAND

Painted, Figured and Landscape Cloth

Fire-Proof Wire Lath

Electrically-Welded Wire Fabrics

Our "POMPEIIAN" BRONZE Window Screen Cloth requires no paint or varnish, will not rust and is unexcelled in durability and finish. Ask your hardware dealer for these goods.

"SILVER FINISH" BRAND

Window Screen Cloth

Poultry Netting

Galvanized Cloth

Manufactured only by

CLINTON WIRE CLOTH COMPANY


Clinton, Mass.

Boston

New York

Chicago

San Francisco

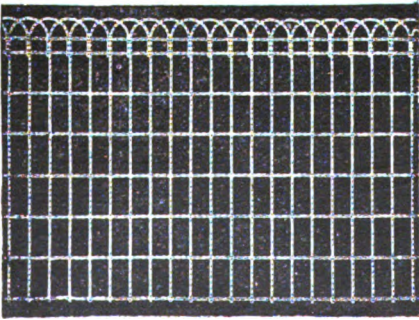


U.S.A.

Buffalo Wire Works Co.,
BUFFALO, N. Y.



THE CHAPIN-STEPHENS CO.
Union Factory.
Est'd. 1826.
PINE MEADOW, CONN., U.S.A.



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to 6½ feet high. We carry a stock in New York City for nearby deliveries.

Cyclone Woven Wire Fence Co.
CLEVELAND, OHIO
HOLLY, MICH. WAUKEGAN, ILL.

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PEARL WIRE CLOTH

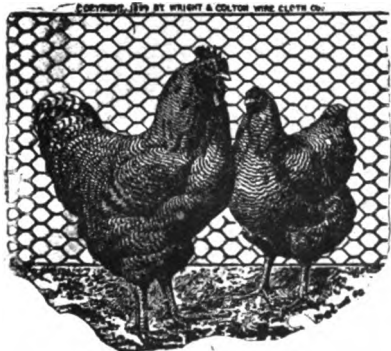
Wears four to five times longer than painted window screen cloth.

All genuine has copper wire selvages.

MANUFACTURED BY

THE GILBERT & BENNETT MFG. CO.

GEORGETOWN CONN. - NEW YORK - CHICAGO - KANSAS CITY



WRIGHT WIRE COMPANY 219 KINZIE STREET
WORCESTER, MASS. CHICAGO

Makers of

WIRE CLOTHES LINES

WRIGHT WIRE CO.

WIRE LOCKERS

of every description.

WIRE of all kinds, POULTRY NETTING, WIRE CLOTH, STAPLES, RIDDLES, COAL SCREENS, WIRE GUARDS, BANK and OFFICE RAILINGS, ELEVATOR CABS and ENCLOSURE and other Wire Goods.

The Old Reliable—Always Satisfactory

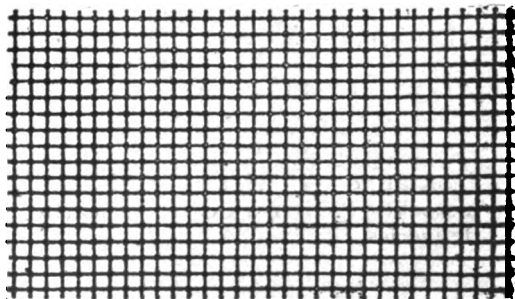


Poultry Netting
Farm and Lawn Fencing
Window Screen Wire Cloth
Coal Screens

All kinds of Wire Cloth—From all kinds of wire

THE NEW JERSEY WIRE CLOTH COMPANY

TRENTON, N. J.



WHY NOT BUY DIRECT

OF THE MANUFACTURERS

Galvanized Hex Nettings

Wire Cloth, all kinds

Fly Screen Cloth, Painted, Galvanized or Bronze.

Screens,

Coal, Ore or Sand.

Riddles

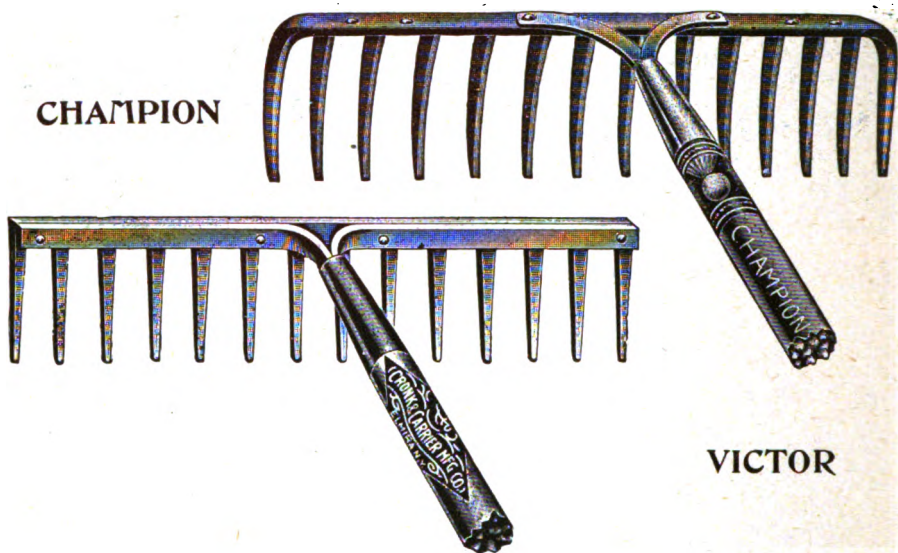
Hardware, Foundry and Coal.

Quality right, Prices right. Write for them

THE LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO., U. S. A.

We are NOT in the Steel Goods Trust



OUR PRICES SPEAK FOR THEMSELVES



CRIMPED PRONG WEEDER



STAR DOUBLE BIT HOE

Write for 1906 Catalogue for Complete Line

THE CRONK & CARRIER MFG. CO.
ELMIRA, N. Y.

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Every

ATKINS

Silver
Steel

SAW

you sell — sells others.

The name of Atkins is a
"Buy" word in the stores
of the largest dealers ev-
erywhere.

Send for our 1906 Cata-
logue—mention Hardware
Dealers' Magazine and we
will mail you a handsome
souvenir.

E. C. Atkins & Co., Inc.

Home Office and Factory:
INDIANAPOLIS, U. S. A.

BRANCHES:

{ NEW YORK CITY, CHICAGO, SAN FRANCISCO,
MINNEAPOLIS, NEW ORLEANS,
Portland, Seattle, Atlanta, Memphis, Toronto.



*Quality
Sells*

WHEN HENRY DISSTON WAS ASKED THE QUESTION:

HE REPLIED: "WHAT DO YOU PUT IN YOUR SAWS?"
"GOOD STEEL AND HONEST WORK."

UPON THIS FOUNDATION IS BUILT DISSTON QUALITY.



"IF YOU WANT A SAW IT IS BEST TO GET ONE WITH A NAME ON IT THAT HAS A REPUTATION. A MAN WHO HAS MADE A REPUTATION FOR HIS GOODS KNOWS ITS VALUE AS WELL AS ITS COST AND WILL MAINTAIN IT."

ESTABLISHED
1840

HENRY DISSTON & SONS, Inc.,
PHILADELPHIA, PA.

No matter how small your Hack Saw Trade runs—even a few customers can tell the difference between a good Blade and a poor one.

You can't afford to take any chances with poor Hack Saws.

If you sell UNIVERSAL or UTILITY Hack Saws—even if you sell only a few dozen in a year—your customers will never have an opportunity for coming back because of poor Blades.

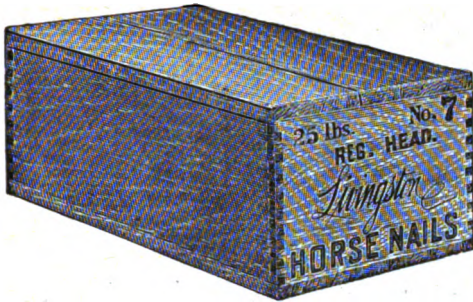
Every UNIVERSAL or UTILITY Blade is carefully made—carefully tempered—carefully examined before being bundled and packed for shipment.

You take no chances.

We can't afford to.

Want our Blue Book and prices?

West Haven Manufacturing Co.
New Haven, Conn.



The name stands for perfection in Horse Nails
LIVINGSTON NAIL CO.,
 104 Reade Street, New York

The
"VICTOR"

Write to-day for samples
MASSACHUSETTS SAW WORKS
 CHICOPEE, MASS.

STERLING

STERLING

STERLING
POWER HACK SAW
MACHINES AND BLADES
 REPRESENT
 STERLING VALUE AND SERVICE
 ARE **BEST BY TEST**
 DIAMOND SAW & STAMPING WORKS
 BUFFALO, N.Y., U.S.A.

STERLING

NORLUND & CO. OK CREEPER
 PATMARCH 7-1905

THIS KING of CREEPERS
 is incomparable. Neat in appearance, adjustable to fit several size heels, applied like a pair of skates, quickly detached, light and strong, it is the best selling ice Creeper on the market.
 Sold by many Jobbers. Ask your Jobbers for the "O.K." If they do not keep them, write the manufacturers for prices, etc.

NORLUND'S SAFETY HEEL and BALL PLATES
 ARE THE PLATES FOR LUMBERMEN
 They have given satisfaction for years. Can be used on rubber shoes and boots. Can be used summer and winter. Made of best quality steel, and will not ball up. Manufactured for the jobbing trade by
NORLUND & CO., Williamsport, Pa.

PULLMAN Sash
 Balances

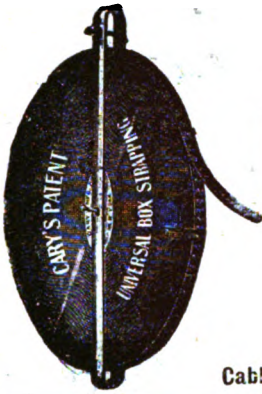
Are you selling them?

In Use
Everywhere

Send for new catalog.
PULLMAN MFG. CO.
 Rochester, N. Y., U. S. A.

McWhinnie Wheel Barrow Works
 POUCHKEEPSIE, N. Y., U. S. A.

Manufacturer of all kinds of Wooden, Steel Tray and Steel Tubular
Wheel Barrows
 for railroad, coal, stone, mortar and garden use.



Beware of infringing goods of short measure.

CARY'S Universal Box Strapping

Also manufacturers of all kinds of Wire Box Strapping, Corner Fasteners, Etc.

CARY MANUFACTURING CO.

19 and 21 Roosevelt St., NEW YORK

Cable Address: "CARLEIO"

Telephone: 1445 FRANKLIN



ROLLMAN CHOPPER

50¢ ~ 75¢ ~ \$1.50

The Best at the Price.

Sample to dealers at wholesale price.

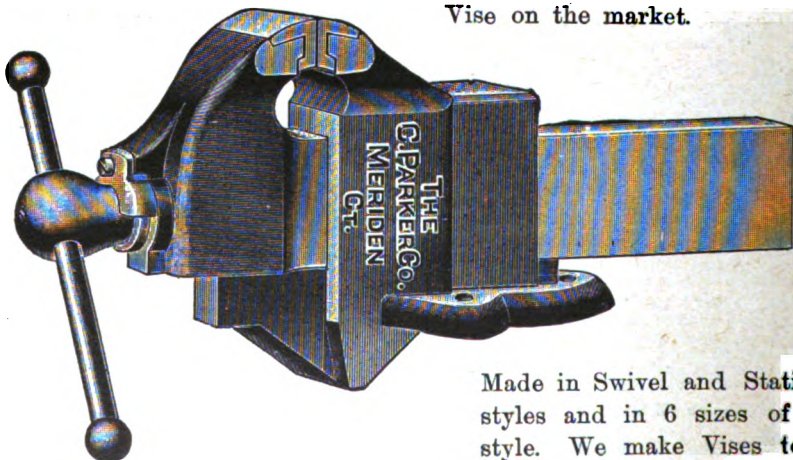
Express prepaid. Catalogue free.

ROLLMAN MFG. CO. MT. JOY, PA.

THE BEST AND LATEST IN VISES

The Parker Reinforced Slide

Solid Steel Bar running entire length of slide, making it the strongest Vise on the market.



Made in Swivel and Stationary styles and in 6 sizes of each style. We make Vises to suit

all trades and in all sizes, and when you buy a PARKER you get the Best.

THE CHARLES PARKER COMPANY,

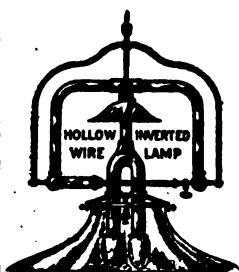
N. Y. Salesroom, 32 Warren St.

Factories, Meriden, Conn.

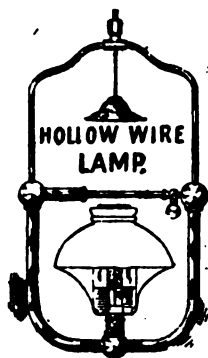
CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Did You See the Circus this Summer ?

If so, you saw the



BOLTÉ & WEYER LIGHTS



as we light them all.

Were they not **THE BEST** you ever saw?

Our Store Lights are just as good. We want good Agents. Won't you become one? Easy to sell and big profits. Let us send you a Catalogue and quote prices. We make **LIGHTS FOR ALL PURPOSES.**

THE BOLTÉ & WEYER CO.

225-227 Michigan Street,

CHICAGO, ILL.



A ROYAL GEM
will make your store as
bright at night as dur-
ing the day.

ROYAL GAS LIGHT CO.

209 E. KINZIE ST., CHICAGO, U. S. A.

We manufacture all kinds of Gasoline Systems and Lamps. Our Lamps have stood the test of time. Be your own Gas Trust. Be as independent as a Gas Trust. Buy the best, not a copy. Send for Catalogue.

We have satisfied *thousands* and we can satisfy *you*.



The 20th Century Mail Box

MADE OF No. 20 GALVANIZED STEEL

Box has spring lock; heavy glass panel with name plate.
Two springs outside to hold papers.

RAIN PROOF SPRING HINGED SLOT COVER

Painted with aluminum bronze like U. S. mail boxes.
Inside dimensions 10 x 5 1/4 x 2 1/4 inches. Used for free
delivery in **CITIES ONLY.**

HEISE & BRAUER, 66 Union Park Ct., Chicago, Ill.

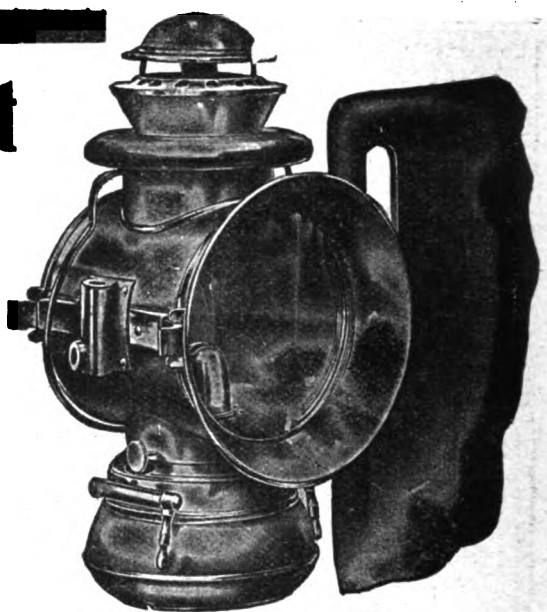
A Fine Light Under All Conditions

It matters not how hard the wind blows or how rough the roads are, Ham's Diamond Driving Lamp is built to stand the test.

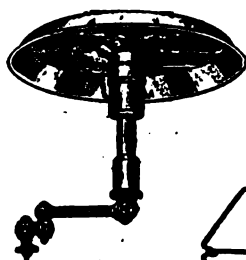
It is handsome in appearance and is a great seller.

If any one of your customers who buys a Diamond Driving Lamp is not satisfied, kindly notify us, as we guarantee satisfaction.

Get our Booklet, Address Dept. "L."

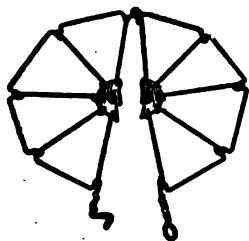


C. T. HAM MFG. CO.
Rochester, N. Y.



**"Solid Comfort"
Heating and
Cooking Disc**

with new Toaster
Attachment unequal-
led as a fast seller.



Full Line of Water
Filters

Clothes Drier Racks

Extension Brackets
for Window Shades

Fit any Roller

Write for complete
catalogue and trade
discounts.



**HYGIENIC
WATER
FILTER**

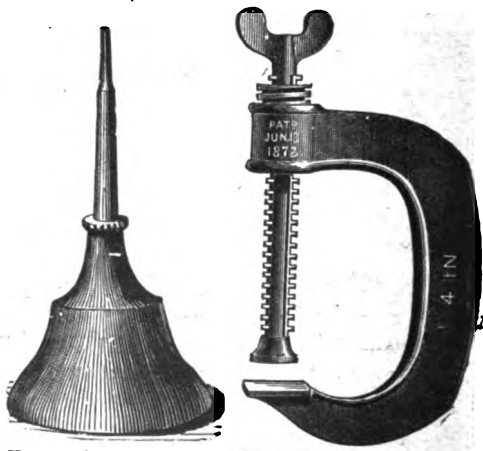
Fits any
Faucet
Reversible,
Self-cleaning.

A Fast Seller.

SEED FILTER & MFG. CO.
158 1/2 Chambers Street, NEW YORK

PATENTED ARTICLES OF MALLEABLE IRON

NEW Pattern Heavy Screw Clamps
— Strongest in the Market —



Hammer's Malleable Iron Oilers, 3 sizes
Hammer's Malleable Iron Hand Lamps
Hammer's Malleable Iron Hanging Lamps
Hammer's Adjustable Clamps

For sale by all the principal Hardware Dealers.
Send for Price List.

MALLEABLE IRON CASTINGS of superior quality
and Hardware Specialties in Malleable Iron made to order.

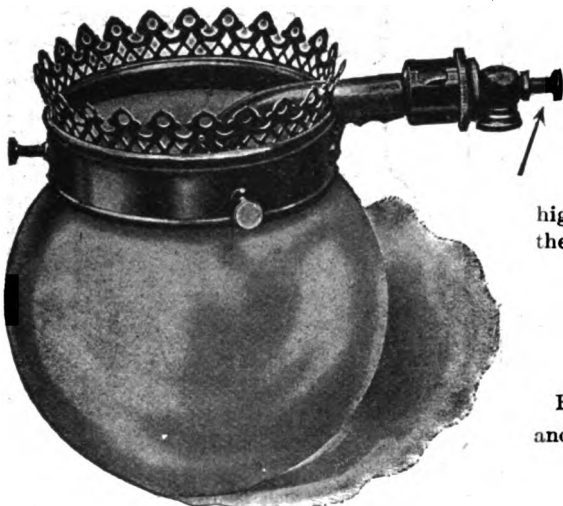
HAMMER & CO.
BRANFORD, CONN.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

"THE WIZARD" INVERTED GAS LAMP

(Trade Mark)

(Patents Pending)



A New Creation in Gas Lighting. Electric effect at one-tenth the cost.

This Lamp is adaptable to both natural and artificial gas, either high or low pressure. It represents the acme of perfection in gas lighting.

A BRILLIANT LIGHT with a SAVING OF GAS at a LOW COST.

For the HOME, OFFICE, STORE and FACTORY.

Sells at sight.

Write for information.

Cut $\frac{1}{2}$ actual size. 125 Candle Power. 2 foot Gas per hour. Mantle will outlast 3 Upright Mantles.

Manhattan Screw & Stamping Works, 202-206 West 11th Street, New York

THE RIGHT TEST!

If every Hardware Merchant would order

The "OAKMAN" Self-Lighting BURNER

place it in a prominent position and "every now and then" announce in ads. or window cards that he intends to give a demonstration—he would then understand *why* the "OAKMAN" is such a MATCHLESS MONEY MAKER. It will bring people to your store.

Once you sell a customer an "OAKMAN" SELF-LIGHTING BURNER—that customer is going to talk about the Burner and the man who handles it—the talk will be the kind that will bring other people to Your store. All we ask is that you show the "OAKMAN"—it sells on sight.

Circular "C" goes into details. It'll pay you to send for it.

OAKMAN MFG. CO., 84-86 Chambers St., New York, N. Y.



THIS CHAIN BLOCK WILL LIFT A TON



A boy can do it. The automatic brake holds the load at any point the moment pulling stops. There can be no danger unless the block is much overloaded. There are dozens of places in every vicinity where this hoist, the TRIPLEX—or one of the other Yale & Towne Chain Blocks—the DUPLEX or the WESTON DIFFERENTIAL — will save hard work and money.

Do you carry Y & T Chain Blocks in stock? If not, why not?

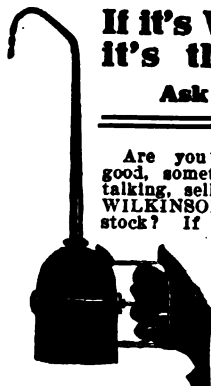
YALE & TOWNE MFG. CO.

9 Murray Street, New York

SAY, HARDWARE MEN, LISTEN!

If it's WILKINSON'S it's the Very Best

Ask the Engineer!



Are you looking for something good, something that does its own talking, sells itself? Have you the WILKINSON Force Feed oiler in stock? If not, you are not selling the best. Don't be a back number. Sell the very best. Don't waste that precious hot air trying to sell old out-of-date oilers. When you make a display of our Oilers in your show window, everybody stops to "rubber." They are beauties. You will make no mistake in putting in a good stock—four sizes of them. They sell all right, and so is the price right. Gee! our half-pint size is a peach. Designed specially for automobile trade. Have you one with your auto? No? Then kick for it. When you buy an auto, insist on having a WILKINSON oiler with it. Write us. We will "show you": a postal will do. Remember it's no old thumb-pressure oiler; we invented and discarded that nearly 20 years ago, as patent records will show. Other inventions(?) have been copying ever since.

Wilkinson Manufacturing Company
69 Wall Street, New York

There's Nothing to Fear from the Elements

when your roof is covered with



ROOFING TIN

In case of fire from without it does not ignite; from within, it soon smothers the flames; wind cannot get under; rain cannot beat through; a snow load—the worst of all pressures—creates no damage, while freezing and hail will not crack or destroy this superior commodity.

Think over all other roof coverings and see if such claims can be truthfully made for any of them, then take into consideration the moderate cost and long life of MF Tin, and decide for yourself which is the most practical material for you to use.

Our booklet "From Underfoot to Overhead" tells how "MF" is made. We want you to have a copy and will gladly send it if you will write us.

**AMERICAN
SHEET & TIN PLATE
COMPANY,**

FRICK BUILDING,

PITTSBURGH, PA.

Useful Holiday Gifts

PELOUZE

Reliable Postal Scales.

THE STANDARD EVERYWHERE.

"THEY TELL EVERYTHING AT A GLANCE."

Made in Several Sizes.
For Office, Store or Home.

National	4 lbs.	- - -	\$3.00
Union	2 1/2 "	- - -	2.50
Columbian	2 "	- - -	2.00
Star	1 "	- - -	1.50
Crescent	1 "	- - -	1.00

The index starts at the top, very easy to read.

Liberal Profit to Hardware Dealers.

Buy of your jobber or send order direct.

Pelouze Scale & Mfg. Co., Chicago.

Mfrs. of Pelouze Celebrated Family Scales.



THE STANDARD TOOL CO'S



Wood Brace Drills



Packed one dozen of a size in wood boxes and also furnished in sets of 7 and 9 drills as shown.

Very Salable

GENERAL OFFICE AND FACTORY:

Cleveland, O.

EASTERN SALESROOM:

**94 Reade Street
NEW YORK**



ROOFING SLATE SLATE BLACKBOARDS

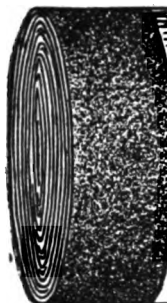

Established 1884

E. J. JOHNSON & CO.
38 PARK ROW, NEW YORK
QUARRIES: Pennsylvania and Vermont

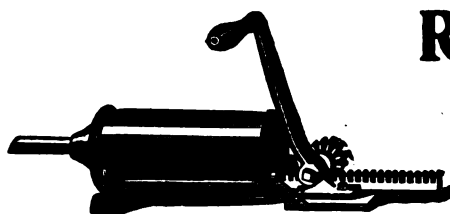
Prices quoted delivered anywhere. Booklet and complete Price List on Application

Wire Inquiries. Given Quick Attention

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

IF YOU COULD SEE
our index ledger, you would find it a long list of the names of those who "look much" before they "leap any." A large proportion of our trade in
"ETNA" ROOFING
comes from men who are thoroughly posted on goods and prices, and who have their own reasons for sticking to "Etna" year in and year out. Shall we enlighten you further? Glad to do so.
The McClintock & Irvine Company
Pittsburgh, Pa.

**Family Sausage Stuffer**

Rapid Selling Family Sausage Stuffer


A money-maker for every dealer.

Neat, simple, attractive Stuffer for family use; capacity 3½ lbs. Insures pure "home-made" sausage, frankforts or bologna. Every part made to endure. It is a great favorite and has a large sale.

This is just one of our Butchers' Tools. Others are Lard Presses, Ham Preserving Pumps, Compound Lever Tallow Presses and four other sizes of Sausage Stuffers.

You'll make no mistake by sending at once for catalog and dealers' discounts. But don't wait too long. Your competitor may take the trick.

The Silver Mfg. Co., 319 Broadway, **Salem, Ohio**



A ROBUST FAMILY

I am a well-known and deservedly popular member of a large, interesting, and remarkably rugged family of Oilers, Cans, Torches, Lamps. We are built of sheet-steel with brazed seams, a make-up that insures a "stay-there-ness" that meets a far-reaching demand for such "things" to stand constant abuse. Shall we mail you a little history of this family?

THE MCCLINTOCK & IRVINE COMPANY
PITTSBURGH, PA.

WHY IT IS THE BEST Family Scale on the Market

Because—The Dial sets at an angle that it can be read at a glance without stooping.

The Platform is supported by Double Steel Uprights which permits no variation, no matter where on the platform the article to be weighed is placed.

All of the inside parts as well as the frame are constructed of the Best Cold Rolled Steel, absolutely no casting to break.

It is handsomely finished in Black Enamel and Aluminum Bronze.

It is superior in many other points, yet it will cost you no more than the old style.

Order from your Jobber. Write us for catalogue illustrating complete line.



TRINER SCALE & MFG. CO.

1255-57-59 W. 21st Street.

CHICAGO, ILL.



Give Them Cold Steel

Trays made from single sheets heavy annealed steel pressed "cold," lapped and riveted at corners. Giving greatest strength and wear at corners where it is needed. Hot pressed trays are thinnest at the corners. Handles that don't break or work loose.

Syracuse Chilled Plow Co., Syracuse, N.Y., U.S.A.



Established 1852

TUCK MFG. CO.

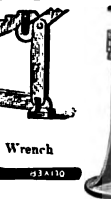
BROCKTON, MASS.

MANUFACTURERS OF

Fine Tools, Cutlery and Springs

NAIL SETS OF ALL SIZES AND KINDS

Send for Tool Catalogue

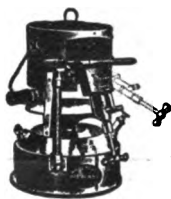


JACKS

for all purposes. Largest manufacturers in the United States.

A profitable line for dealers Write for Catalog.

OLIVER MFG. CO.
215 S. Dearborn St. Chicago



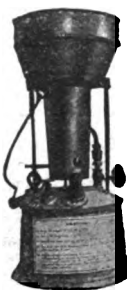
"Sales increasing?"
"Yes." This is what the Jobbers say about Bonanza furnaces.

Why? The user is satisfied and pleased. Jobbers sell at factory prices. Cash must accompany all orders sent to factory.

No. 38, one gal. size, \$5.75 net, or
No. 39, 3 qts. size, \$4.50 net.

The Turner Brass Works

61 Franklin Street, Chicago, Ill., U. S. A.



YOU Need Such a FURNACE as THIS!

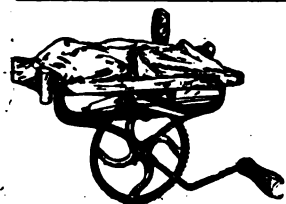
Because the
**ARCHAMBAULT KEROSENE
FURNACE**

will save time and money for you. Here's how—it burns kerosene, that's cheaper than gasoline—then there is the burner, which gives heating capacity, greater than any other furnace. Just think the Archambault will melt a pot of solder in a gale of wind in less than 5 minutes. Its construction is simple—nothing to get on of order

—It is RELIABLE—DURABLE—ECONOMICAL.

MANUFACTURED BY

THE BARNES TOOL CO., New Haven, Conn.



National Broadcast Seeder

BALL BEARING

Packed one in a box. No Dust—No Rust

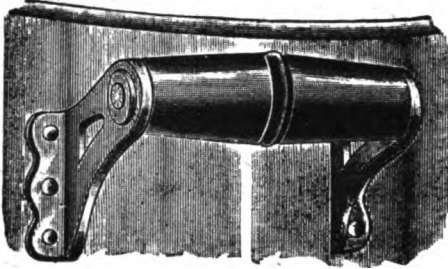
We cannot enumerate all the good points—space costs too much—but talk about being appreciative of inquiries! Write for catalog and see. Jobbers have our prices, too.

THE PRAIRIE MFG. CO.,

Indianapolis, Ind.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Keystone Boiler Handles



- No. 1. Regular size for oval boilers.
- No. 2. Regular size for square boilers.
- No. 3. Extra Heavy for oval boilers—can be shaped to fit square end boilers.
- No. 3. Illustrated herewith.

Send for Samples

BERGER BROS. COMPANY
PHILADELPHIA, PA.

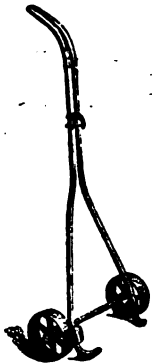
CLARK'S Ash Can Trucks

All you have to do is to show it and it sells itself. A handy and useful article around furnace and cellar.

Frame of Truck is made of one piece of round steel, bent so as to form two hooks to hook into bottom of can, while an adjustable hook on handle grips top of can and keeps it from slipping.

Send for 144-page catalogue of Trucks and Casters.

GEO. P. CLARK CO.
WINDSOR LOCKS, CONN.



THE AJAX SELF WITHDRAWING WOOD BORING MACHINE

does not require a special auger. Will bore to any depth: strong and durable. All important parts of malleable iron. Sold by the wholesale hardware trade.

AJAX MANUFACTURING CO.
PITTSBURGH, PA.

Manufacturers of the Ajax and Phillips Wood Boring Machines. Standard and L.X.L. Saw Gummers, Collins Self Feed and Dudgeon.

Style Tube Expanders, Cutters, Swages, etc.



Genuine Marty Traps

For RATS and MICE

IMITATIONS are WORTHLESS

Sales have reached nearly

A MILLION and a HALF



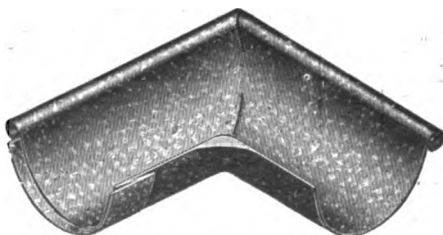
BURDITT & WILLIAMS CO., Boston, Mass.
SOLE IMPORTERS

Sold by First Class Hardware Jobbers Everywhere



THE IMPROVED ONE PIECE MITER

Patented



No more broken corners, no more stopping to make over or brace the commercial miter, a *great saving in labor*. Nothing but the very best galvanized iron is used. Made standard sizes in either single or double bead, lap or slip joint, inside or outside turn, are more roomy at the bend. Cheaper and better than any miter made.

Any other miter of similar construction is an infringement.

Manufactured by

J. E. Whitacre Mfg. Co., Rockford, Ill.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Time and Money Maker

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

A time-saver and money-maker for both dealer and user. Requires *less time to sell*, as its admirable points speak for themselves.



Saves the user's time, because it *will adjust to any position, making itself adaptable to the most awkward places*. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

STRONG INDUCEMENTS TO THE TRADE

Best Cast Steel Handy and Compact

Write for Prices and Discounts.

A. J. WILKINSON & CO.

180-188 Washington Street, Boston, Mass.

"J-M" Asbestos Products ALWAYS IN DEMAND



The Dealer who carries a line of "J-M" Asbestos Products seldom has a surplus stock on hand. The Reason—They sell themselves.

Put in a line of "J-M" Non-burn Building Papers, Sectional Pipe Coverings, Asbestos Fire-proof Cements for Pipes and Boilers and "J-M" Roofing—just for a trial. You will find they sell quickly and at a good profit.

WRITE NEAREST BRANCH FOR
SPECIAL DEALERS' PROPOSITION

H. W. JOHNS-MANVILLE CO.

New York
Milwaukee
Chicago
Boston

Philadelphia
St. Louis
Pittsburg
Cleveland

New Orleans
Kansas City
Minneapolis
Dallas

San Francisco
Los Angeles
Seattle
London

352



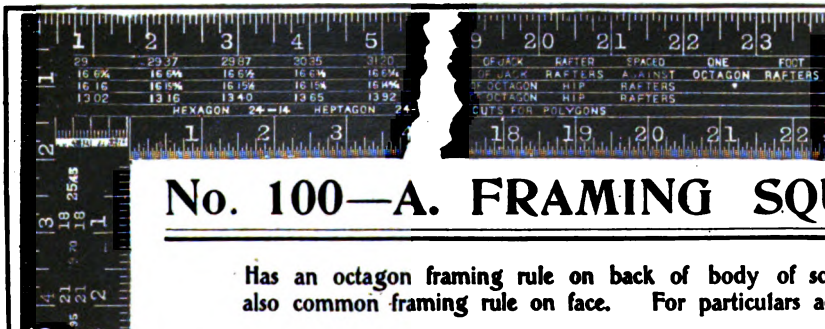
Brass Goods Mfg. Co. BROOKLYN, N. Y.

Manufacturers of

BUILDERS' HARDWARE REFRIGERATOR TRIMMINGS BOX and CHEST TRIMMINGS.

Special Goods Made To Order.

Write for Catalogue.



No. 100—A. FRAMING SQUARE

Has an octagon framing rule on back of body of square;
also common framing rule on face. For particulars address

NICHOLLS MFG. CO., . . . Ottumwa, Iowa

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

THE SPIDER

that will not scorch or burn even the most delicate dainty, sauce or gravy. Will not absorb grease or flavor. Does not get smeary, dirty, unsanitary. Always clean, sweet, hygienic. Never warps.

"NEVER-BREAK"



Name always stamped on the handle.

You should have our complete catalogue.

The Avery Stamping Co.

Cleveland, Ohio

Exclusive Manufacturers

Save $\frac{1}{2}$ Your Fuel

BY USING THE

ROCHESTER RADIATOR



Satisfaction guaranteed or money refunded. Over 100,000 of them in use.

Fits any stove or furnace.

Price, from \$2.00 to \$12.00.

We make the original and genuine "Rochester Radiator."

We do not sell to Catalogue houses.

We refer all inquirers to you from your town, when you carry a stock of our Radiators.

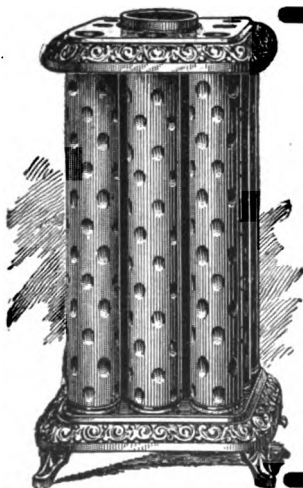
We guarantee our Radiators not to interfere with or choke the draft; they are easily cleaned.

One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater with perpendicular tubes.

Write for descriptive Catalogue and prices.

ROCHESTER RADIATOR CO.,

145 Furnace St., Rochester, N. Y.



Cut Down those Coal Bills

There's no better way to cut down big coal bills than with a NEW ERA Radiator.

You can attach the NEW ERA on any smoke pipe—whether from a Kitchen Range, a Warm Air Furnace, an Oak Stove or a Hot Water Boiler—and it's really surprising how much more heat the user will get from the same coal.

The NEW ERA not only generates warm air, but it acts as a governor of combustion—retards the combustion just enough to get every heat unit out of the fuel.

Now is the time to get our Special Proposition.

A postal card will bring it to you!

WILMOT CASTLE COMPANY,

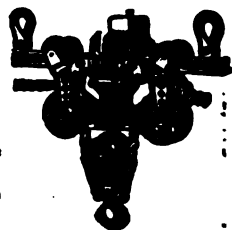
81 Elm St., Rochester, N. Y.

LOUDEN GOODS

Hay Carriers, Hay Forks, Hay Slings
Hay Rack Irons.

BARN DOOR HANGERS

Feed and Litter Carriers, Self Opening Ice
Tongs, and other Hardware Specialties.
"Positively no goods sold to Catalogue
Houses." Send for Catalogue.



LOUDEN MACHINERY CO.

Fairfield, Iowa

BEST KNOWN, SELL BEST



There is no question about that; it's so with all merchandise. ¶ Take for instance the Forks, Hoes, Rakes and other Farm and Garden Hand-Tools we have been making and selling for more than half a century. ¶ The public has learned from satisfactory experience to depend upon our brands for all that is desirable in high grade Hand-Tools. ¶ The names of our brands are familiar to tool-users everywhere. ¶ And they are demanded universally in preference to all others. ¶ They are the best known because they are the best made



And that is why they sell best.

¶ The standard brands of the world are:

"Ashtabula"
"Bolles"
"Batcheller"

"Ely"
"Ft. Madison"
"Geneva"

"Harriman"
"Jackson"
"Memphis"

"Otsego"
"Philadelphia"
"Utica"

Sold by Leading Hardware Dealers Everywhere

AMERICAN FORK & HOE COMPANY, Cleveland, Ohio

EXPORT OFFICE: 11 Broadway, NEW YORK

When you
sell Levels
—sell the
Right Kind.



COOK'S PATENT LEVEL.

A Tool you can sell quickly, profitably and satisfactorily to Carpenters, Masons, Bricklayers, and all who use Levels or Plumbs, is the

DAVIS & COOK LEVEL

The different Level—with the bulb seen in all positions. Under or over—or 10 feet away. You know the trouble with the old style bulb-in-the top Level—useless unless you stand over them. For sale by all leading jobbers. Catalogue on application. Made only by

DAVIS & COOK, - Watertown, N. Y., U. S. A.

THE CALL
is for **PORTER'S**
"EASY" and "NEW EASY"



**BOLT
CLIPPERS**
(The Trade Protected)

H. K. PORTER, Everett, Mass.

RIVETING MACHINE



Automatic Wire Straight-
eners and Cutters
Riveting Machines
Cotter Pin Machines
Buckle Tongue Machines
S Hook Machines
Cold Roll Swaging Ma-
chines
Staple Machines
Butt Milling Machines
Butt Drilling Machines
Sprue Cutters
Special Automatic Wire
Forming Machinery

The F. B. Shuster Co.
Formerly John Add & Son
New Haven, Conn.

We Have Often Told You that the Best Tools
on the Market are

Mayhew's Tools

WHY ?

Because they are made by experienced workmen, from the best material obtainable, most carefully finished and fully guaranteed. Catalogue sent on application.

H. H. Mayhew Co.

SHELBURNE FALLS, MASS., U. S. A.

ADJUSTABLE-STROKE AUTOMATIC Center Punch

No. 18-A

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

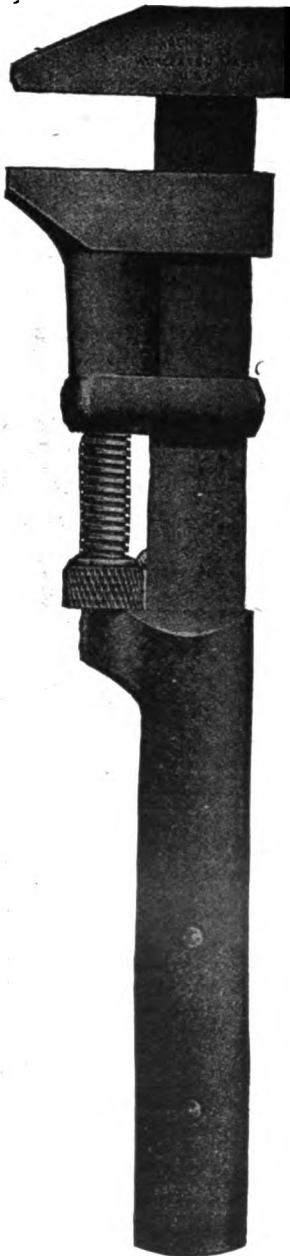


By simply turning the cap the force of the stroke is regulated, and light or heavy indentations made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 X of
Fine Mechanical Tools

The L. S. STARRETT CO., Athol, Mass., U. S. A.



When it Comes Right Down to
Good, Strong, Well Made

Wrenches There's Nothing Like

Coes' ^{Trade} "Knife-Handle" and
^{Mark}

Coes'  "Steel
Handle."

You machinists, steam engineers, and all who operate machinery know the value of STABILITY in a wrench and most of you know where to find it—in the Coes Wrench. Coes makes two wrenches—the Genuine "Knife Handle" Wrench and the New '91 "Steel Handle" Wrench. Each wrench is made for special service, and each fills that service admirably. Coes' "Knife-Handle" Wrench is THE Wrench for all ordinary use, and its adoption by the best shops proves its superiority. It is a wrench of few parts, simple and compact—the handle is the hardest of hard wood, mechanically secured at each end and reinforced at the center by a strong steel rivet—no splitting, no coming apart. This Wrench has a hardened Steel Bar and Jaw, Steel Castings in the Handle, Steel Hardened Screw, Rivet and Key, and is so thoroughly and strongly constructed that when the day's work is over it is always ready for more work. It is THE wrench for machinists—every time and all the time. Engineers, Miners, Brewers, all of you who cannot use wrenches that are affected by heat, moisture, or acids, here's Coes' All Steel Nut Tackler, and 'twill serve you well. This New Wrench of Coes is a corker—it's got to be to stand hard knocks. This Wrench is made to turn NUTS off, not the corners; an Extended Screw Support makes it almost impossible to do that. Most Steel Wrenches have a place for dirt to lodge—no place on the "Coes," a Ball Bearing Screw keeps it out. The Handle, an All-Steel Case, is fitted over the Shank and secured by two Steel Rivets and by upsetting the tip of the bar in the taper hole at the end of the handle. It's a strong wrench from every viewpoint—you'll never wear it out. These two Coes

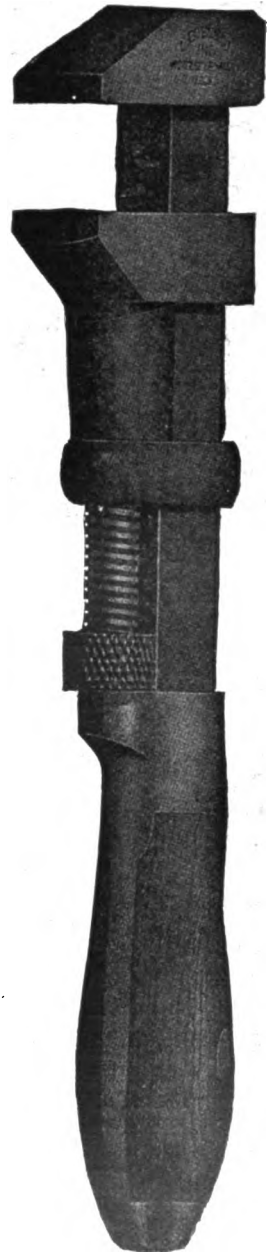
Wrenches are sold at the lowest price at which the best made wrenches can be sold—steer clear of wrenches patterned after them and sold for less money. The substitute may look good, but it's the QUALITY that counts—"Coes" quality is a known quality. Ask for our Wrench Literature.

COES WRENCH COMPANY
Worcester, Mass.

SELLING AGENTS:

J. C. McCarty & Co., 10 Warren St., New York

J. H. Graham & Co., 113 Chambers St., New York





Are the Wrenches that you are offering the trade the best in the market? If not, then they are not Bemis & Call's.

If you have made up your mind to increase your trade among the mechanics, then you need as first assistant Bemis & Call's Wrenches. They are acknowledged perfect in adaptability and construction.

Send for our Catalogue. It will interest you

BEMIS & CALL HARDWARE & TOOL CO., Springfield, Mass.

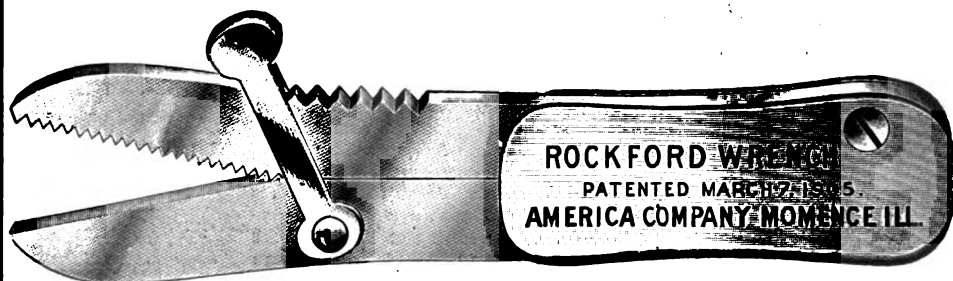


PUZZLE: Which is the most talked about,
Roosevelt, Bryan, or the **ROCKFORD WRENCH?**

ANSWER:

**AMONG
MECHANICS THE**

ROCKFORD WRENCH.



A strictly one-hand, adjustable alligator wrench, that is, it can be held in one hand and instantly adjusted to any width without the use of the other hand. The value of this will at once be appreciated by the mechanic or automobilist. The teeth are so cut that they will firmly grip any size or shape of pipe, rod or nut.

AMERICA COMPANY, 91 North St., Momence, Ill.

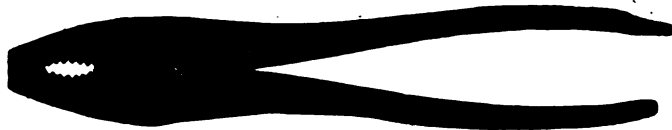
If your Jobber has not yet put them in, write us.

Insist on Getting the Genuine



"B. & S." Combination Pliers

25 years on the market. Imitations are unsatisfactory. These pliers are *Drop Forged Steel* throughout.



MADE IN 4 SIZES

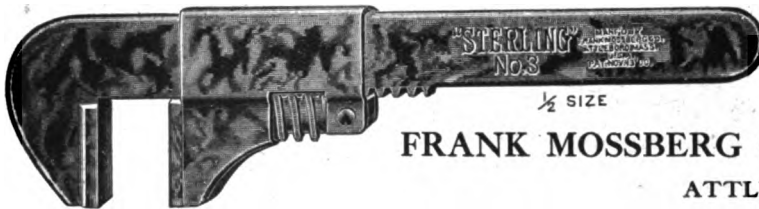
THE BILLINGS & SPENCER COMPANY, Hartford, Conn.

BICYCLE, AUTO AND SHOP WRENCHES

Sizes from 5 to 11 inches.

SOLD ON THEIR MERITS. EACH WRENCH GUARANTEED.

Nickel Plated or Mottled Finished.



Thoroughly
Casehardened

1/2 SIZE

FRANK MOSSBERG CO.,

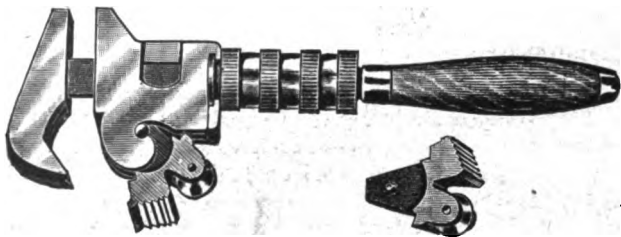
ATTLEBORO, MASS.

NOTHING LIKE IT!

Cleverest Up-To-Date Tool on the Market—THE MASTERPIECE
COMBINATION PIPE AND MONKEY
WRENCH AND PIPE CUTTER.

Quality and Utility Absolutely Guaranteed. It Does Its Work Easily and Perfectly. A High-Class, Attractive and Economical Tool. It Grips and Releases Instantly and Will Not Crush Pipe. The Eccentric Wheel Cuts Pipe True, Easy and Rapid.

Each Tool perfect, and will do the work of Three Separate Tools. The TIPPING feature in the Pipe Grip insures a positive and instant Grip, and holds Pipe firmly without crushing, will not slip or lock on the pipe, and releases instantly on backward movement without wedging. By throwing the Gripping Jaw back, the pipe can be placed or replaced in V of Wrench without running nut or sleeve back more than one turn. The PIPE CUTTER WHEEL is eccentric, thus insuring a free and rapid cutter, and enables the operator to force up on the nut, or sleeve, when low part of Wheel is in contact with the pipe.



10 inch, adjustable to pipe from 1/4 inch to 1 inch in Diameter.
12 " " " " " 3/4 " 1 1/4 " " "
15 " " " " " 1/2 " 2 1/4 " " "

Send for Prices. VISES, MACHINIST TOOLS and HARDWARE SPECIALTIES. Manufactured by

BONNEY VISE & TOOL WORKS, Inc.

3011 to 3015 Chestnut Street, Philadelphia, Pa.

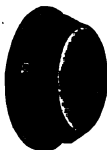
FOR SALE BY ALL JOBBERS.

Ives' Patent Window Stop Adjusters

PREVENTS DRAFTS, DUST AND WINDOW RATTLING



PATENTED



The only Stop Adjuster made from one piece of metal with solid ribs and heavy bed that will not cup, turn or bend in tightening the screw.

MANUFACTURED ONLY BY

THE H. B. IVES CO.
NEW HAVEN, CONN., U. S. A.
(Fifty-page Catalogue Mailed Free)

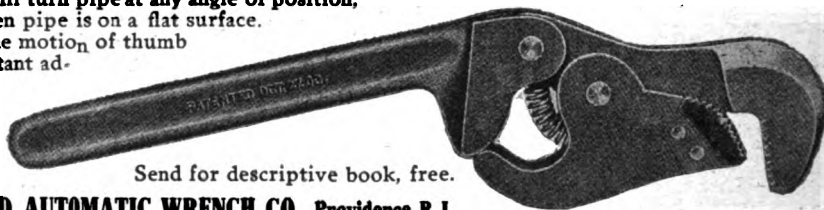
THE BULLARD AUTOMATIC WRENCH

The only wrench that imitates the *natural grip of the hand*.

Monkey, Ratchet and Pipe Wrench combined, can't slip or crush the pipe—no matter how small. Grips automatically—the jaws adjust themselves to any size pipe.

Will turn pipe at any angle or position, even when pipe is on a flat surface.

One motion of thumb gives instant adjustment



Send for descriptive book, free.

BULLARD AUTOMATIC WRENCH CO., Providence, R. I.

Fire! Fire!! Fire!!!

Are You Protected Against Fire?

THE LIGHTNING FIRE EXTINGUISHERS

ARE SURE DEATH TO FIRE.

SAFE, SURE AND SIMPLE TO USE.

Composed of a combination of Dry Chemicals of absolute permanency.

Prices Standard Size, \$1.00 each.
6 Commercial " 1.50 "

Every Dealer should carry these in stock, they sell well. Write for particulars to

The Suffolk Chemical Co.

170 Summer St., Boston, Mass.

Telephone connection.

Maximum
Protection
for a
Minimum
Expense

Complete In Every
Detail.



The "Chief" Floor Hinge

**THE SHELBY
SPRING HINGE CO.**
SHELBY, O.

NEW YORK OFFICE, 84-86 Chambers St.
CHICAGO OFFICE, 165 East Lake St.
BOSTON OFFICE, 118 Pearl St.



The Shelby Sash Lock

Ask for our new
catalog of Double
Acting Hinges
and Builders'
Hardware
Specialties.

The Nettleton Reversible Nipper



Made in 5 Sizes,
6, 8, 10, 12 and 14-inch

Every Pair Fully Warranted Against Flaws.

2 TOOLS IN 1

There are two fine cutting edges to each blade, each held in place by screws. Jaws unusually strong, easily reversible, adjustable and interchangeable.

6 and 8-inch made for cutting piano wire.
Send for Sample and Prices.

The Nettleton Mfg. Co., MIDDLETOWN, CONN.

New York Office and Salesroom: 157 Chambers St.

YOU CAN'T LOSE US



And if you will give us an opportunity to tell you about that splendid seller, the

**BARTH-WEILER
LIFTING JACK**

we will "show you" why it will pay you to add it to your line. Write us.

G. BARTH MFG. CO.
Milwaukee, Wis.



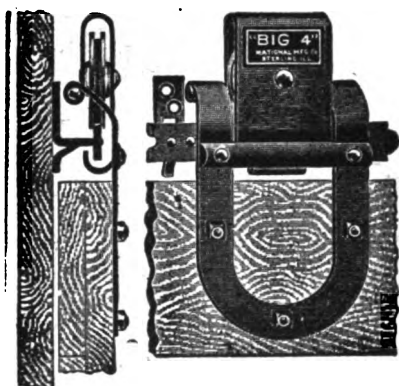
No. 5

T. C. PROUTY CO., Ltd., Albion, Mich.

NEW YORK OFFICE, 23 Warren Street

SELL THE BEST

The Prouty No. 5 Cushion Track Hanger will relieve your builder from all the trouble he has previously experienced in Parlor Door Hangers and will save him hours in putting them up. Thousands of sets sold and not a complaint from anyone. Try them and convince yourself.



"BIG 4"

Flexible Door Hanger

*Anti-Friction - Cannot Jump the Track
Exclusive Sale Given*

**National Mfg. Co.
STERLING, ILLINOIS**

See that hook

For removing tin caps from Bottles

10c



PAT. APP. FOR

A Big Leader at 10 cents.

Address **TAYLOR MANUFACTURING CO., Dept. B., Hartford, Conn.**

"YANKEE"

Can and Bottle Opener

OPENS ANYTHING

In the shape of a Can or Bottle



The "PHENIX" HANGER and FASTENER

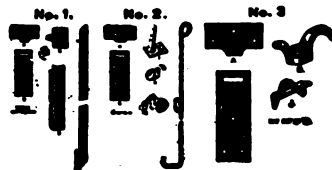
Solves the problem how to hang and fasten entire Screens and Storm Windows.

We have them to sell at 10, 15, 20 and 30 cents per set. For catalogue and trade discounts address

Phenix Mfg. Company,

624 Center Street,

MILWAUKEE, WIS.



The Only Perfect Door Rail and Cap

Bird and Sleet proof. Door closes absolutely tight.

The ONLY Hanger that will adjust itself automatically to doors of from one to four inches in thickness, no matter how much out of plumb the wall may be. Is roller-bearing, fitted to the rail in such a manner that the door

CANNOT JUMP THE TRACK.

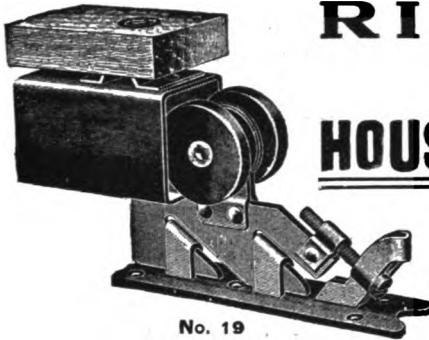
Manufactured only by

AUTOMATIC DOOR RAIL COMPANY

624 W. Lake Street, CHICAGO, ILL.



Thousands in Use and the Demand Constantly Increasing



No. 19

MANUFACTURED BY

THE RICHARDS MANUFACTURING CO., Aurora, Ill., U.S.A.

NEW YORK OFFICE: 101 Reade Street

Door Hangers for Sliding Doors of Every Description

Mounted Grindstones

SEND FOR CATALOGUE



RICHARDS' **HERO TROLLEY** **BALL-BEARING** **HOUSE DOOR HANGER**

Noiseless fibre wheels. Wood header is furnished with track and is easily put up. Track can be easily adjusted or taken down after walls are plastered.



SUPERIOR

FLOOR SPRING HINGES AND DOOR HOLDERS

Best and Neatest Yet

Order from your Jobber. If he hasn't them, write us, but take no substitute

SUPERIOR SPRING HINGE CO., 15 South Canal St., CHICAGO



For the 5 and 10 Cent Counter

ABSOLUTELY NEW

A Shelf Bracket

WITH SCREWS ATTACHED

A New Feature. By means of the ingenious device (patent applied for) illustrated herewith, **the Screws for each Bracket are attached to the Bracket itself.** This method of packing the goods has been found to be a great convenience where a large counter business is done. **The Clerk** can attend to an increased number of sales.

The Customer will not reach home to find that the wrong sizes have been put up, or perhaps that the screws have been omitted altogether.

Write for circulars showing full line of Brackets, Coat and Hat Hooks, Spoons, etc.

THE ATLAS MFG. CO., New Haven, Conn., U. S. A.

New York Representatives: **J. C. McCARTY & CO., 10 Warren St.**

WATCH

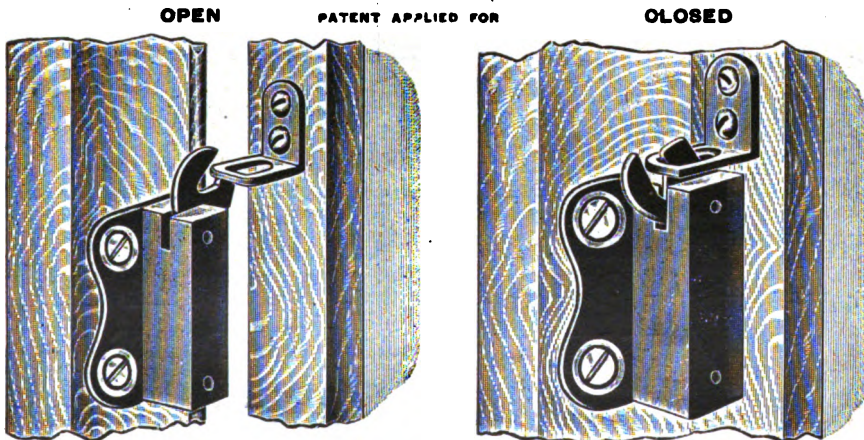
OUR SPACE NEXT MONTH. IT MEANS
MONEY FOR YOU

THE Watrous Automatic Door Catch

(Illustrated Below)

IS BUT ONE OF OUR MANY

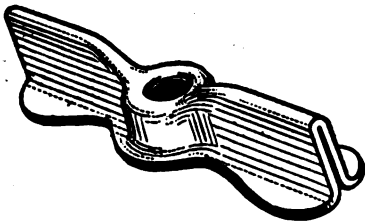
Money-Making Specialties



Two-Thirds Actual Size

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest, and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.



Japanned Steel Door Buttons

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1½ to 2½ inches. Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

THE E.L. WATROUS MFG. CO., Des Moines, Iowa

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

D
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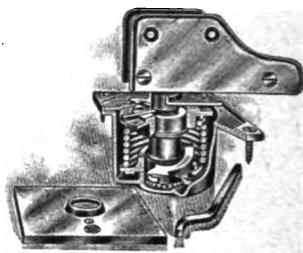
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TRIPLE-END SPRING BUTT



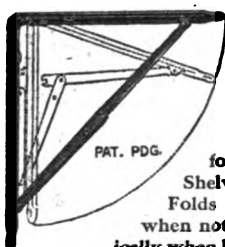
CHICAGO SPRING BUTT



CHICAGO FLOOR HINGE



Chicago Spring Butt Company
CHICAGO CATALOGUE ON REQUEST NEW YORK



GRIFFIN'S FOLDING BRACKET

PAT. PDG.
Best and only Bracket for Folding or Swinging Shelves.

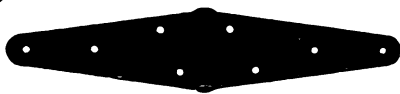
Folds down against the wall when not in use. Locks automatically when lifted up.



Griffin's Pressed Steel Shelf Brackets

(PATENTED.)

Are the strongest, best finished and best selling goods on the market.



Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
ERIE, PENNSYLVANIA

STANLEY'S STEEL CORRUGATED STRAP and T HINGES



LEADERS IN THEIR LINE

For Sale by All Jobbers

Send for "Autobiography of a Yankee Hinge." Mailed Free

THE STANLEY WORKS

79 Chambers St.,
New York

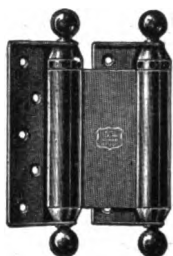
NEW BRITAIN,
CONN.

Consult BUYERS' REFERENCE TO ADVERTISEMENTS on Last Pages.

BOMMER

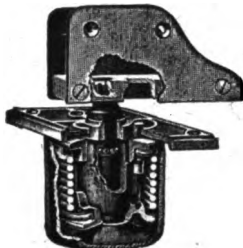
SPRING HINGES

ARE QUALITY GOODS



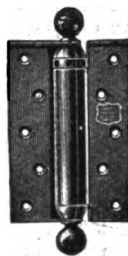
**IMITATED
BY ALL**

**Reject All
Substitutes**



**EQUALLED
BY NONE**

**Bommer's
Cost No More**



Your Jobbers Can Supply Them

Manufactured by **BOMMER BROTHERS, Brooklyn, N. Y.**

Established 1876



FACE

—TO—

FACE



Now see here—Mr. Dealer, or anybody else that is interested. **YOU** are **FACE** to **FACE** with, and are going to read about the proposition we are offering you. Let's get down to facts.

We have made a **FLOOR HINGE**.

It has no side plates to disfigure the door.

It can be set over a joist or I-beam without cutting into same as it is only $1\frac{1}{4}$ inches deep.

It is ball-bearing.

It has a hold-back feature at 90 degrees.

It is practically invisible.

The door can be taken down in 10 seconds.

Now that you have read these few facts, compare them with some other floor hinges which you know. All we ask is a fair comparison.

Just for your own good, think these facts over carefully and then if you are interested we have more to tell you about the Columbian Floor Spring Hinge. It concerns the profit.

Our Catalogue No. 18, when taken together with our 47 years' experience in the spring hinge business will give you some valuable information. Let's get acquainted.

THE COLUMBIAN HARDWARE COMPANY

100 CHURCH STREET
NEW YORK

CLEVELAND, OHIO

20 E. LAKE STREET
CHICAGO

WATCH this space for the next year and you'll make money by it.

WILCOX MFG. CO., Aurora, Ill.



DEALERS
CARPENTERS } AGREE
FARMERS }
THAT

THE "GEM"
SLIDING BARN DOOR LATCH

Exactly fills the bill and is worth many times the price.


IT allows the door to slide clear back.
IT has two large substantial handles.
IT has an "all steel" construction.
IT holds door both open and shut.
IT is for both swing and sliding doors.
IT is easily applied.

One latch in box complete with screens

THERE'S NO BETTER
SPECIALTY THAN

THE "GEM" LATCH

C. A. PECK
Hardware & Mfg. Co.
BERLIN, WIS.



DOLLAR DOOR SPRINGS

that are simple—
durable—
effective—
cheap—

Hold the door open or closed.
Write to-day for price.

The Middletown Manufacturing Co.
MIDDLETOWN, OHIO

DESIRABLE FACTORY OPENINGS

It will repay all manufacturers dissatisfied with their present locations to investigate the excellent manufacturing conditions and opportunities in the Central West and Southwest along the



Factories to turn out builders' hardware of all kinds, and in fact almost every article in daily use, would find the raw material, fuel and labor conditions very favorable. Write for particulars.

Illustrated booklet "Opportunities" and other Rock Island-Frisco literature on application.

M. SCHULTER, Industrial Commissioner
Frisco Building ST. LOUIS, MO.



MONITOR SASH LOCKS

Never Break

You sell them and your customer wants them because they are the best.

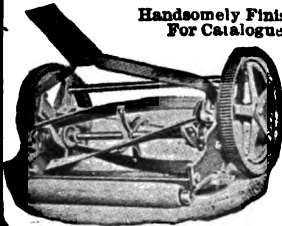
**The Champion
Safety Lock Co.**
GENEVA, OHIO

BUCKEYE LAWN MOWERS

Plain and Ball Bearings.
High and Low Wheels.

Improved and
Up-to-date
Construction.

Handsomely Finished.
For Catalogue and Prices
Address Dept. C.

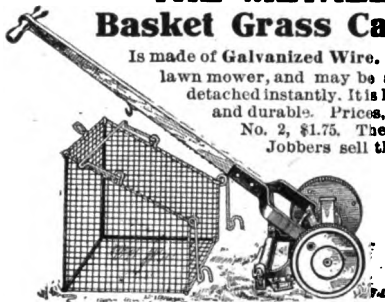


**MAST,
FOOS
& CO.,**

Springfield,
Ohio.

THE METALLIC Basket Grass Catcher

Is made of Galvanized Wire. It fits any
lawn mower, and may be attached or
detached instantly. It is light, strong
and durable. Prices, No. 1, \$1.50;
No. 2, \$1.75. The Hardware
Jobbers sell them.



**GET
THE
BEST**

Address **PERRY DIXON CO.**
Merriam Park, ST. PAUL, MINNESOTA

COLDWELL

LAWN MOWERS

On the parks of Greater New York are more
than 600 Coldwell Horse and Hand Lawn Mowers
that have been used constantly during the cutting
season for the last ten years.
This speaks for itself.

COLDWELL LAWN MOWER CO.

83 Coldwell Street,

NEWBURGH, N. Y.



Display Card, 7 1/4 x 7 inches.

THE FILE'M QUICK Skate Sharpener

Simple Practical
Most Popular Sharpener on the Market

Holders have gun metal finish. Files have four cutting
edges. Mounted One Dozen on handsome
exhibition easels.

QUICK SELLER
Now is the time to order

LARGE PROFITS
Sold by leading jobbers

THE OSBORN MANUFACTURING CO.

CLEVELAND, O.

Don't Delay

Order Now

STRAW, BUFFALO GRASS and CANE HAY

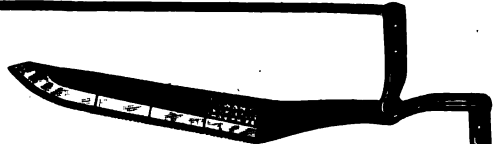
are not cut so easily with a smooth-edge hay knife as with a Sickle-Edge Hay Knife.

THE IWAN SICKLE-EDGE HAY KNIFE costs the farmer a few cents more than a smooth-
edge knife, but gives better service and remains sharp longer.

ONE DOZEN IN A BOX.—Will you send your jobber an order for a dozen, and prove our
claims of larger sales and better profit?

IWAN BROTHERS, Streator, Ill.

Manufacturers also of Post Hole Augers, Tile Drain Cleaners, Volcano Revolving
Chimney Tops, Tilling Spades and Wire Conductor Pipe Hangers.



THE
"REX."THE
"PONY."THE BEST YET,
NO. 20.THE
NO. 1.THE NO. 3,
WITH FOOT POWER.

FOR SETTING TUBULAR AND BIFURCATED RIVETS

This Line of Riveters Is Guaranteed

To be made of **MALLEABLE** iron and to be free from imperfections in workmanship or material.

PROVE IT TO YOUR CUSTOMER ?

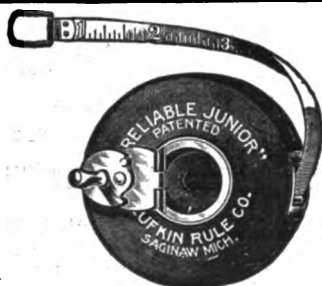
Well try this; throw one on the floor (at our risk), then treat any cast iron riveter the same (at your own risk) and see if it doesn't result in a sale and a **SATISFIED CUSTOMER**.

ORDER BY NAME.

SOLD BY ALL JOBBERS.

MADE ONLY BY

F. H. SMITH MFG. CO., Chicago, U. S. A.



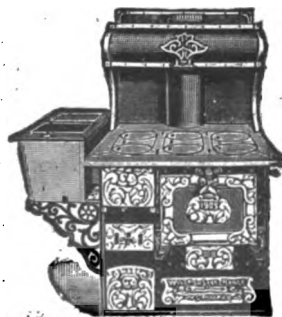
For Sale Everywhere.
Send for Catalogue.

LUFKIN

TAPES AND RULES

Are the Best In the World.
Made by **THE LUFKIN RULE CO.**
Saginaw, Mich., U. S. A.
New York London

TO CLOSE OUT ONE THOUSAND 400-lb. SIX HOLE STEEL RANGES



These Ranges Formerly Retailed at \$40 Each.

On account of change in patterns I will close out the entire lot
At \$15 Each

They have six 8-inch lids; Top Cooking Surface, 30 x 34; Large Warming Closet; 15-Gallon reservoir; Oven 17 x 21 x 12; Duplex Grates; Burn Wood or Coal. Lined throughout with Asbestos. *Guaranteed strictly first-class in every respect. Big snap for cash buyers.* For particulars, address

WM. C. WILLARD

Room No. 59 Willard Bldg, Chestnut St., near 4th St., St. Louis, Mo.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The Bissell Factories and Branch Offices

**Largest and only
Exclusive Manu-
facturers of Car-
pet Sweepers in
the World : : :**



Main Factories and General Offices: Grand Rapids, Mich. Branch Factories: Toronto, Canada; and Paris, France.

Eastern and Export Offices and Warehouse: 25 Warren St., New York.

British Warehouse and Offices: 38 Wilson St., Finsbury Square, London.

We have agencies in over 30 different foreign countries, the Bissell Sweeper being sold in every civilized country where carpets and rugs are used.

Our present capacity is 8,000 domestic size and 4,000 toy sweepers per day of 10 hours, or 5 regulars and 16 toys per minute.

Our floor space now aggregates between 4 and 5 acres.

We are the largest consumers of $\frac{3}{4}$ in. bristles in the world.

The Bissell is ten times the largest factory in the world devoted exclusively to the manufacture of carpet sweepers.

The Bissell Sweeper has met all competition in this and foreign countries, and by its recognized superiority in mechanism, extensive advertising, and the soundness of the business policy under which it is exploited, commands the bulk of the trade everywhere.

The Bissell **ONLY** is sold at fixed retail prices that guarantee to the dealer a good profit.

Write for our **CHRISTMAS OFFER**, the most liberal we have ever made.

BISSELL CARPET SWEEPER CO., Grand Rapids, Mich.

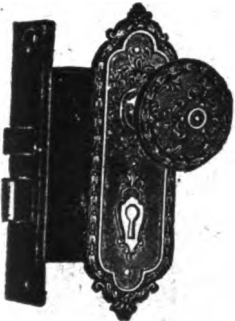
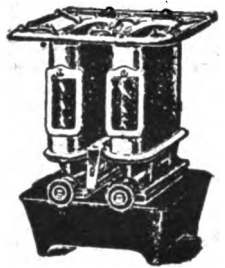
The Taylor & Boggis Foundry Co.

CLEVELAND, O.

MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS. BUILDERS' HARDWARE.

**Dampers, Damper Clips, Oil and Gas
Stoves, Furnace Lamps, Molasses
Gates, Letter Boxes Hardware Spec-
ialties.**



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

The Lovell Window Operating Device

The Best Window Opening Apparatus on the Market and the Only One That Will, if Desired, Operate a Line of Sash 600 Feet Long From One Station.

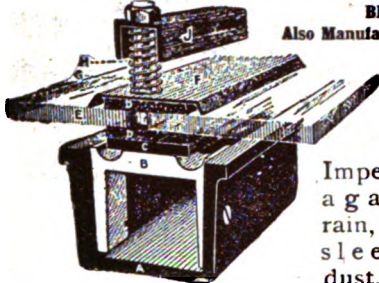
Easily erected with the aid of blue prints, and full directions sent with every shipment.

Manufactured and Erected by **THE G. DROUVE CO.**

BRIDGEPORT, CONN.

Also Manufacturers and Erectors of the

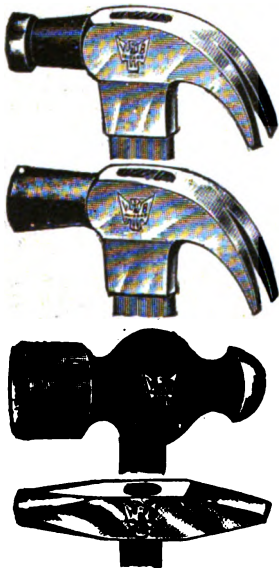
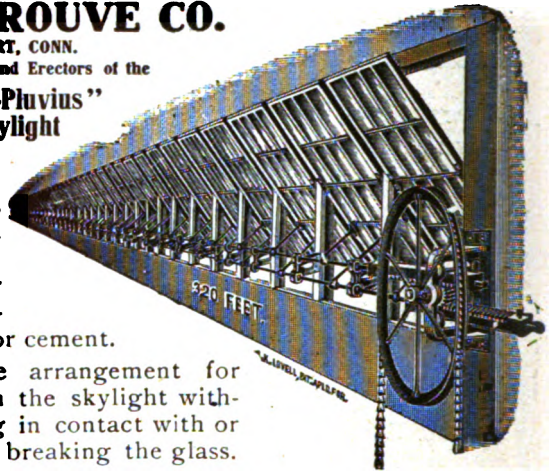
"Anti-Pluvius"
Skylight



- A.—Steel Supporting Bar
- B.—Mall. Iron Bridge
- C.—Flat Iron
- D.—Felt
- E.—Glass
- F.—Copper Sheet Cap
- G.—Coil Galv. Brass Spring
- H.—Galv. Brass Stud
- J.—Bridge (for walking on skylight)

Impervious against rain, snow, sleet or dust, without putty or cement.

Bridge arrangement for walking on the skylight without coming in contact with or danger of breaking the glass.



HAMMERS

Vaughan & Bushnell
Manufacturing Co.

EAGLE BRAND



OUR Eagle stamp on a hammer is a small thing to look for, but a great thing to find. It insures, first of all, *quality*; second, *careful and skilled workmanship*; third, *correct pattern*; and greatest of all, it insures *perfect tempering*, without which no hammer, wherever or however made, can give uniformly good results.

Manufactured at Chicago, Ill., U. S. A., by

1869 **Vaughan & Bushnell Manufacturing Co.** 1906
Toolsmiths

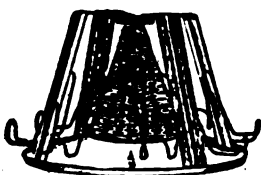


Write us for prices and discounts

We are Headquarters for Quick-Selling Specialties
FIVE AND TEN CENT GOODS
Nickel-Plated Hammers

Our line is not equaled in quality, style, finish and price. Let us prove this assertion. Our catalogue will interest you.

Franklin Specialty Co.
811 Cherry Street Reading, Pa.



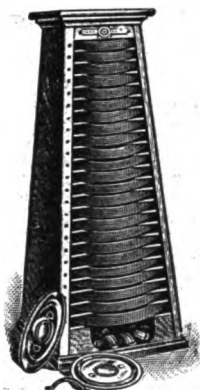
THE ORIGINAL AND ONLY INCANDESCENT

Wire Cone Toaster

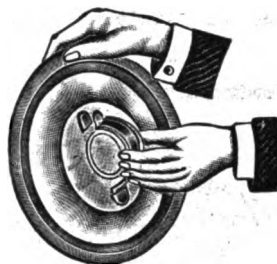
For Gas or Gasoline Stoves

HARKINS & WILLIS, Manufacturers, ANN ARBOR, MICHIGAN.

Convex bottom—fits all stoves—
Grooved Edge catches the crumbs—
Open top toasts the fifth slice—
Or heats Plate, Tea or Coffee Pot—
Toasts five slices in two minutes—
Once tried will use no other—



THIS
Pot Cover Cabinet
FURNISHED WITH OUTFIT
OF OUR NEW
Spring-In Handle
Pot Cover



Adjusting a Spring-In Handle.

For further information write

LASHER MFG. CO., Inc., Davenport, Iowa

BUILDING PAPERS

A line of all grades suitable for the Hardware and Building Trades

Write for **SAMPLE BOOK** and prices

C. B. HEWITT & BROTHERS

HEADQUARTERS FOR HARDWARE WRAPPING PAPERS
AND WOODWORKING GLUES

48 Beekman Street

NEW YORK CITY

"GLOBE"
VENTILATOR

and "Globe Ventilated Ridging" are
Simple, Symmetrical, Storm
Proof, Satisfactory



Copper, Galvanized Iron and with Glass Tops.
Send for Blue Print, Catalogue or Model.
Manufactured by

Globe Ventilator Company
TROY, N. Y.

U.S. INFALLIBLE
METAL POLISH IN
PASTE,
LIQUID
OR
POWDER

FOR ALL KINDS OF METALS

Best, Cheapest, Goes Furthest. Never dries up or
shrinks. Money makers for everybody. Sold by the
Jobbing trade. Sample and circular free by mail.
Address

GEO. W. HOFFMAN, Mfr.,
295 E. Washington St., INDIANAPOLIS, IND.

Branches: { 1-3 Park Row, NEW YORK CITY.
113 E. Madison Street, CHICAGO, ILL.
1770 15th Street, SAN FRANCISCO, CAL.
Established 20 years.

Established 1842

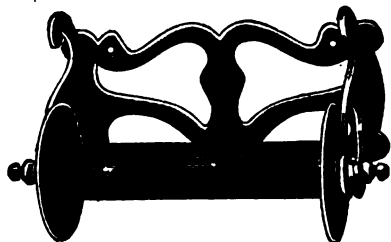


"Everything comes to the man who goes after the things some other fellow is waiting for."
 NOW IS THE TIME TO STOCK UP WITH OUR LINE OF

BATH ROOM TRIMMINGS

Moderate Prices. Over 100 Patterns. Are Solid Brass, Nickered.

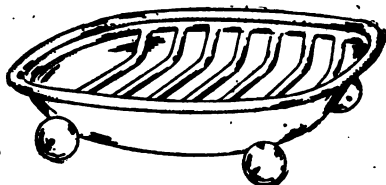
Ask your jobber about our goods.



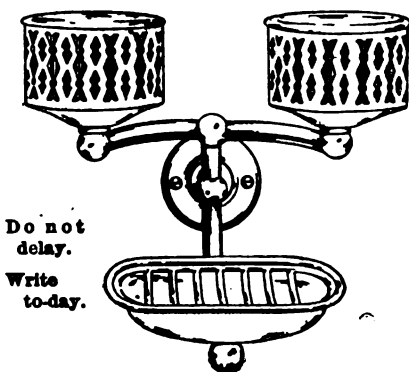
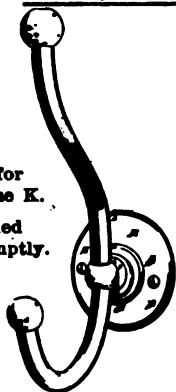
**NOVELTY
MFG. CO.**

DEPT. K.
Waterbury, Conn.

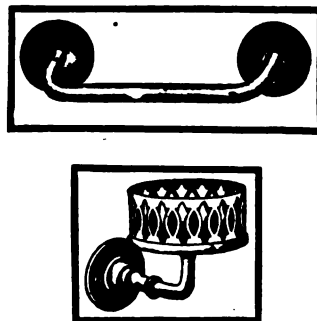
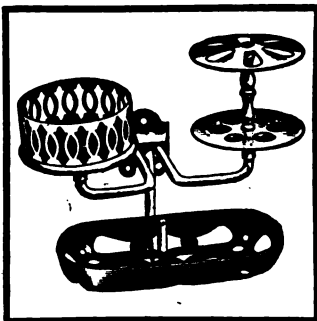
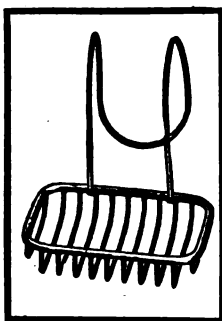
Chicago Office:
JOHN B. HART
47 Michigan Ave.



Send for
Catalogue K.
Orders filled
promptly.



Do not
delay.
Write
to-day.



Samples from our complete line of Bath Room
 Trimmings. Catalogues of Bath Room Trimmings
 and Furniture Trimmings sent on request.

AMERICAN RING CO., Waterbury, Conn.

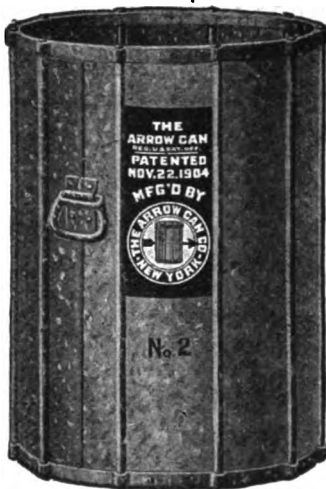
CAST AND WROUGHT BRASS KNOBS
 BRASS UPHOLSTERY NAILS

OTHER FURNITURE TRIMMINGS IN
 GREAT VARIETY

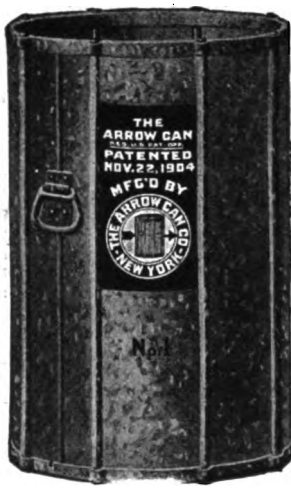
BRANCH: New York, 1 & 2 Hudson St.
 OFFICES: Boston, 170 Summer St.

Chicago, 199 Lake St.
 Oakland, Cal., Temporary office, 208 Woodmen Bldg.

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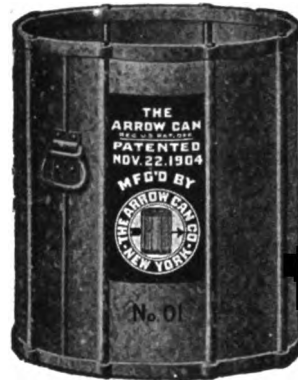


No. 2—17 x 24.
List Price, \$6.00.



(PATENTED.)
No. 1—15 x 24.
List Price, \$5.25.

**THE
ARROW CAN**
(Reg. U. S. Pat. Off.)
For Ashes and Garbage



No. 01—15 x 18.
List Price, \$4.50.

SUBJECT TO DISCOUNT.

SOON you will buy some of our improved **ASH and GARBAGE CANS**, because they have no rivets to pull out, linked hoops to pull off, or thin bottoms to rust out. Galvanized after assembling.

FOR FULL PARTICULARS WRITE TO

THE ARROW CAN COMPANY

Sole Manufacturers

35 WARREN ST., NEW YORK

Body is one piece, having flutes inside of which are $\frac{1}{4}$ inch iron rods run through holes in solid top and solid bottom, making it impossible to pull the bottom and top apart.

ASK YOUR JOBBER FOR

**Hanson's Universal Balance
and U. S. Family Scales**



- No. 1, 24 lbs. by ounces.
- No. 6, 24 lbs. by ounces. Made with Porcelain Enameled Pan.
- No. B8, 24 lbs. by ounces, with polished Brass Scoop, 12x7 in.

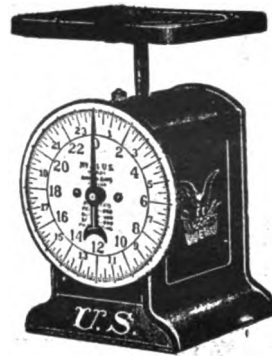
Capacity, 24 lbs.

- No. 24. Steel Top
- No. 20 Scoop.
- No. 22 Scoop with flat form.

**The Scales That Will
Hold the Trade**

HANSON BROS.

18 W. Randolph Street
Chicago, Ill., U. S. A.



THE AGE OF SPECIALTIES

We make a Specialty of

**Plumbers', Dairymen's, Kitchen
and Hardware Supplies**

BUY DIRECT AND SAVE MONEY

Write for Catalogue

BAUM ELVIS CO.

450 Broadway

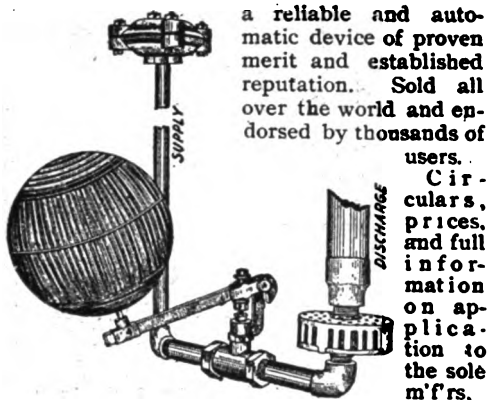
Milwaukee, U. S. A.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

WET CELLARS

Positively, permanently and economically
drained by the

Climax Gellar Drainer,



a reliable and automatic device of proven merit and established reputation. Sold all over the world and endorsed by thousands of users.

Circulars, prices, and full information on application to the sole m'rs,

The C. M. Kemp Mfg. Co.,
BALTIMORE, MD.

Also manufacturers of Climax Gas Apparatus, Climax Ratchet Stock, Climax Soil Pipe Testing Plug, Pipe Visés, &c.

"PROMETHEUS"

Electric Cooking and Heating Apparatus



The Public Demands Up-to-Date Devices

INCREASE YOUR SALES

BY SHOWING

Electric Flat Irons, Water Heaters, Air Heaters, Stoves, Curling Irons, Electric Cooking and Heating Utensils of every description

WRITE FOR CATALOGUE and SPECIAL INTRODUCTORY OFFER TO HARDWARE DEALERS

THE PROMETHEUS ELECTRIC CO.

MANUFACTURERS OF

Electric Cooking and Heating Apparatus

236-238 EAST 43d STREET - NEW YORK



"The Best
Pump in Handle
Torch on the
American Market"

Is the claim we make
No. 16 Torch. \$2.75 Net for the No. 16. The burner is a powerful generator and produces a pure blue flame that is intensely hot, using less gasoline than other makes, thus quickly saving the user its cost. A careful examination will convince you that the No. 16 has no equal. Your money back if you are not pleased. Jobbers sell at factory price. Ask for a booklet. It is free and may save you many dollars.

CLAYTON & LAMBERT MFG. CO.

Detroit, Mich., U. S. A.



ROBERTSON "HORSESHOE MAGNET" HAMMERS

(Trade Mark)



Every hammer stamped with name and trade mark.

For BILL POSTERS, TRAVELING ADVERTISERS, UNDERTAKERS, UPHOLSTERERS, PAPER HANGERS, Etc. Also Tack Hammer size for household and general use. Forged from fine steel, warranted strong, permanent magnets.



ARTHUR R. ROBERTSON, Sole Manufacturer (Owner of the Horseshoe Magnet Trade Mark), 144 Oliver Street, Boston, Mass.

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**NOT
A MAIL ORDER PROPOSITION
but sold
EXCLUSIVELY
to the
RETAIL MERCHANT**



VOSS LINE OF WASHERS



**Our
ONE DEALER IN A TOWN
AGENCY**

will interest you.

WRITE TO-DAY.

**VOSS BROS. MFG. CO.
Davenport, Iowa**



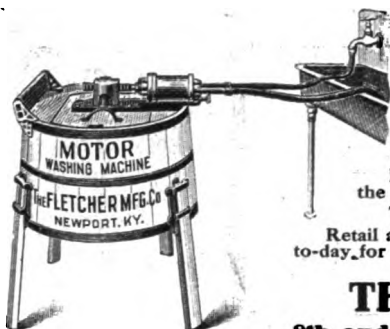
Can You Move a Hot Stove?

Hot or cold, big or little, the Baltzly will move them so easy you will hate to take the money.

Made of steel. Not expensive. A postal will put you in touch with 400 articles that will bring the people and their dollars into your store. Write now before you forget it.

Arcade Mfg. Co., Freeport, Ill.





FLETCHER Motor Washing Machines.

"The Great Labor Saver"

A machine of *established Merit and Worth.*
Has a reputation for *simplicity—superior quality—and*
the *great satisfaction* they give in the *home.*
These Machines are *great sellers.*
Retail at a popular price and make the dealer a good profit. Write
to-day for particulars.

THE FLETCHER MFG. CO.

8th and Monmouth Sts.

NEWPORT, KY.

Manufacturers
of the
Famous

**Nova
Scotia
Grind-
stones**

For sale at
898 West-
minster St.
Providence, R. I.



It's in the Grit

A substantial Grindstone
Frame is important, but
how much more necessary
is a good Grindstone?

**It is the Grit
That Grinds**

We alone manufacture
genuine *Berea* Grind-
stones, there is no better
grit.

THE CLEVELAND STONE CO.

Cleveland

Chicago

New York

Boston



Pat. Applied for.

**THE PORTER CHOPPING KNIFE, COOKIE and
BISCUIT CUTTER COMBINED**

AND

THE MAGIC PLATE CLEANER

two good selling, profit bearing articles in the line of household furnishings.

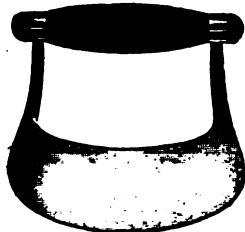
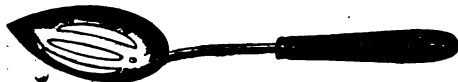
Made by

Watson-Porter-Watson Company, Ltd.

UNADILLA, MICH.



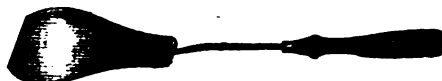
Pat. Applied for.



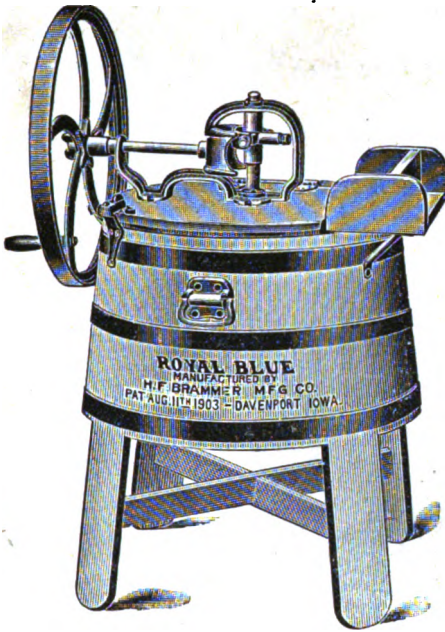
POTTER MANUFACTURING CO., Geneva, Ohio

MANUFACTURERS OF

High Grade Basting Spoons, Mixing Spoons,
Cake Turners, Mincing Knives, Garden
and Floral Tools, &c.



SHALL WE CONFINE OUR SALES TO YOU?



If you wish to have the
EXCLUSIVE SALE for
the

ROYAL BLUE WASHER

in your town, write us at
once. We sell this first-
class washer to only one
dealer in a town. Do
you want the *sole* agency
or shall your competitor
reap the benefit of it?

*We are going to help every
local Agency sell machines.
Write us to-day about the
Agency for your town. A
postal will do. Address*

H. F. BRAMMER MFG. CO.
1469 W. Second Street, DAVENPORT, IOWA

A WHIRLWIND SELLER



The **O-JOY**

A SELF-PROPELLING WATER-MOTOR WASHING MACHINE

Sold exclusively to the
retail merchant.
Don't wait until your
competitor puts in a
stock of these machines.

Write To-day for Agency in Your City

AMERICAN WASHER CO.

**118 SIDNEY STREET
ST. LOUIS, U. S. A.**

No. 21 KITCHEN CABINET

Lawn Swings and Settees Ironing Boards
 Wash Benches
 Ladders — Step, Straight and Extension
 WRITE FOR CATALOG
THE SPECIALTY MANUFACTURING CO.
 TITUSVILLE, PA.

This

Trade



Mark

Guarantees

Satisfaction

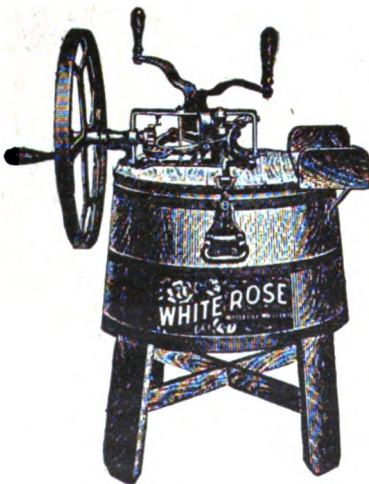
THE "WHITE" MOP WRINGERS**Satisfy Everybody**

because they wring the mop perfectly. Others, failing to do this, depend on "talking points." The "White" talks for itself. When a man offers you something "better," or "just as good for less money," invite him to the wringing test.

Ask your jobber for the "White."

Send for Booklet.

WHITE MOP WRINGER CO.
 FULTONVILLE, N. Y., U. S. A.
 (Formerly Jamaica, Vt.)

BEWARE OF INFRINGEMENTS**THE WHITE ROSE****IS WITHOUT A COMPETITOR**

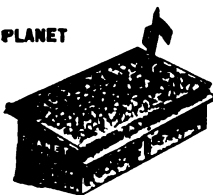
It is actually BALL BEARING and has proved the most phenomenal seller ever placed upon the market.

**WRITE TO-DAY FOR
 EXCLUSIVE AGENCY**

WHITE LILY WASHER CO.

Toledo, Ohio

Davenport, Iowa

PLANET

R. F. D. Mail Box with Patented Automatic Flag Signal. Made of 20 gauge galvanized steel. Each box warranted. \$5.40 per doz.

Sanitary Adjustable Strainer Pail
 1X Charcoal Tin

12 Qt.	\$4.50
14 "	5.00

Jobbers Sell at Factory Prices. Ask them.

SMITH BROS. MFG. CO.
 INDIANAPOLIS, IND.



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Eagle Mop Wringers and Buckets Combined

"AHEAD OF THE REST"



The "JUST AS GOOD" is not yet made.
Our line is the standard of Comparison, the Highest point of Mechanic's skill. To appreciate their Merits, you must see them.
We enjoy the proud distinction of being the LARGEST manufacturers in this line. Our SALES are GREATER than the COMBINED sales of all others. The reason is that the EAGLE has better features, is more PRACTICAL and built better than others. To be had from all Jobbers. A Catalogue for the asking.

Ohio Detachable Mops Are Supplanting All Others.

No Cotton Wasted.
Cannot Pull or Rot Off Handle.
For Simplicity and Durability are Unexcelled.
We Guarantee Their Construction and Full Weight.
Are very simple, cotton being clamped with a positive grip by wire which will not break or rust.
Every head comes ready for attachment.
They cover more floor space and outlast the old style round mop of equal ounces.
They are the only perfect Mop Heads and Handles offered to the trade, and we are justified in stating they are the BEST.
Jobbers all over the country taking on this line; ask them.



EAGLE COOPERAGE WORKS,

CIRCLEVILLE,

Sole Manufacturers,

OHIO, U. S. A.



Dana
Peerless

This is the freezer
that sells



Write
for
Dana
Food
Chopper
catalog

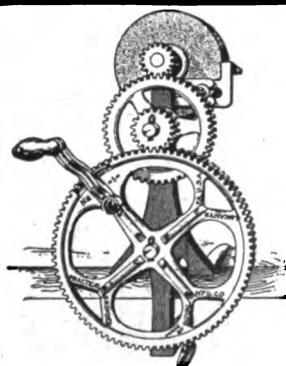
FULL - PAGE Magazine Advertisement

in November Good Housekeeping, and other strong ads. in Ladies' Home Journal, Delineator, Harper's Bazaar, Associated Sunday Magazines, etc.,

Telling Your Customers About the DANA MOP WRINGER

using the health argument, as well as showing how much easier and better in every particular is the DANA. Get a copy or write us for one and ask your jobber now, if you haven't any Dana Mop Wringers in stock.

THE DANA MFG. COMPANY, Cincinnati
10 Warren Street, New York



BEATS THE GRINDSTONE TEN TIMES OVER

HAND POWER AND FOOT POWER GRINDERS AND TOOL SHARPENERS

Alundum Grinding Wheels. Consumers need this kind every day in the year. Four Sizes. Write for Catalogue.
Discount to the Trade.

ROYAL MANUFACTURING CO.,
208 East Walnut Street, Lancaster, Penna., U. S. A.

FOR THE HOLIDAYS GET THE BEST



The Holiday Season always brings inquiries for goods of quality. We make a specialty of catering to this class of trade and offer

LAVA and VOLCANIC ENAMELED WARE

in the fullest confidence that it will satisfy the most exacting requirements. Our ware is "MADE TO WEAR," and gives satisfaction while it is wearing. Its increasing popularity among "HANDLERS OF GOOD GOODS" is sufficient evidence of its merit.

We have recently largely increased our facilities for making and shipping these goods, and are well equipped to serve our friends, "THE PEOPLE." If not already handling Lava and Volcanic Enameled Ware write us for Catalog, Prices and Free Sample Wash Basin.

Mention Hardware Dealers' Magazine

The Cleveland Stamping & Tool Company

CLEVELAND, OHIO

ROBT F. HALL, Portland, Ore., Pacific Coast Agent. SPENCE MFG. CO., Agent, St. Paul, Minn.

The Briscoe System

FROM MANUFACTURER TO DEALER DIRECT

Proven a Merchandising Triumph

We sell to only one merchant in a town—our exclusive agent on all lines.

You don't have to buy any particular amount to hold the agency.

Our product is almost entirely confined to the better grade of goods.

The advertised label makes the agency worth having—establishing plainly and visibly to the consumer the superiority that is really in our goods.

We sell only by correspondence and catalog—no travelers—and don't sell consumers, catalog houses or jobbers.

Our catalog gives net delivered price, and our entire system is designed to be of assistance to the merchant in every way.

We try to be a little more than fair with you in every transaction.

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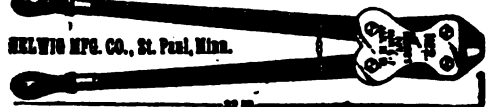
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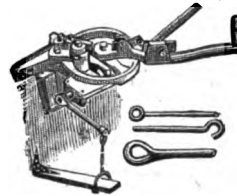
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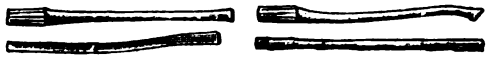
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Millers Falls Co., 28 Warren St., New York.

Reading Hardware Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Stanley Rule & Level Co., New Britain, Conn.

Bits

(See Auger Bits.)

Blackboards, Slate

Johnson & Co., E. J., 38 Park Row, New York.

Black Plate

American Sheet & Tin Plate Co., Pittsburg, Pa.

Blocks, Tackle

Carpenter & Co., Geo. B., 200 S. Water St., Chicago.

Union Hardware Co., Torrington, Conn.

Boat Hardware

(See Marine Hardware.)

Boats, Canvas

Gluscock Bros. Mfg. Co., Muncie, Ind.

Boilers, Heating

Mott Iron Wks., J. L., The 5th Ave. and 17th St., New York.

Bolt and Nut Machinery

Waterbury-Farrel, Fdry. & Mach. Co., Waterbury, Conn.

Bolt Clippers

Helwig Mfg. Co., St. Paul, Minn.

Porter, H. K., Everett, Mass.

Schollhorn Co., Wm., New Haven, Conn.

Bolts, Machine

Oliver Iron & Steel Co., Pittsburg, Pa.

Bolts and Nuts

Garland Nut & Rivet Co., Pittsburg, Pa.

Boring Machines

Ajax Mfg. Co., Pittsburg, Pa.

Silver Mfg. Co., Salem, O.

Box Straps, Corners, Hasps, etc.

Cary Mfg. Co., 19-21 Roosevelt St., New York.

Boxes, Hardware, Shelf

Green Co., A. H., 97 Warren St., New York.

Moore, C. P., Ravenswood, W. Va.

Shelp Mfg. Co., Henry H., Columbia Ave. & Randolph St., Phila.

Boxes, Tin, Stationers'

Merriam Mfg. Co., Durham, Conn.

Brackets, Folding

Griffin Mfg. Co., Erie, Pa.

Stanley Works, New Britain, Conn.

Brackets, Ironing Board

Rostand Mfg. Co., Milford, Conn.

Brackets, Lamp

Arcade Mfg. Co., Freeport, Ill.

Brackets, Shelf

Atlas Mfg. Co., New Haven, Conn.

Griffin Mfg. Co., Erie, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Brackets, Show Case

Nashua Till Co., Nashua, N. H.

Brackets, Window Shade

Seed Filter Mfg. Co., 158½ Chambers St., New York.

Brass and Copper

Hussey & Co., C. G., Pittsburg, Pa.

Plume & Atwood Mfg. Co., 29 Murray St., New York.

Bread Mixers

Landers, Frary & Clark, New Britain, Conn.

Manning, Bowman & Co., Meriden, Conn.

Pritchard-Strong Co., 29 Circle St., Rochester, N. Y.

Brooms

Osborn Mfg. Co., Cleveland, O.

Mention Hardware Dealers' Magazine when corresponding.

Bronze Powders

Bronze Powder Works, Elizabeth, N. J.
Gerstendorfer Bros., 231 E. 42d St., New York.

Brushes

Gerts-Lumbard & Co., 208-210 Randolph St., Chicago, Ill.
Milwaukee Dustless Brush Co., Milwaukee, Wis.
Osborn Mfg. Co., Cleveland, O.
Ox Fibre Brush Co., Chicago, Ill.

Building Papers

Hewitt & Bro., C. B., 48 Beekman St., New York.

Bushings, Adjustable Pipe

Armstrong Mfg. Co., 291 Knowlton St., Bridgeport, Conn.

Butcher Knives

Forchner & Sons, Chas., 208 E. 19th St., New York.

Kimball Co., C. J., Bennington, N. H.

National Cutlery Co., Detroit, Mich.

Butcher Saws

Diesion & Sons, Inc., Henry, Philadelphia, Pa.

Butcher Tools

Silver Mfg. Co., Salem, Ohio.

Button Cases

New Departure Mfg. Co., Bristol, Conn.

Butts, Door

Russell & Erwin Mfg. Co., New Britain, Conn.

Stauley Works, New Britain, Conn.

Yale & Towne Mfg. Co., 9-15 Murray St., New York.

Cake Mixers

Landers, Frary & Clark, New Britain, Conn.

Pritchard-Strong Co., 29 Circle St., Rochester, N. Y.

Cake Turners

Arcade Mfg. Co., Freeport, Ill.

Potter Mfg. Co., Geneva, Ohio.

Callipers and Dividers

Starrett Co., L. S., Athol, Mass.

Can Openers

Arcade Mfg. Co., Freeport, Ill.

Ellis & Son, F. L., Milldale, Conn.

Meisselbach & Bro., A. F., Newark, N. J.

Taylor Mfg. Co., The, Hartford, Ct.

White & Son, Ira F., 144 Walnut St., Newark, N. J.

Cans

(See Ash Cans.)

Canvas Boats, Folding

(See Boats.)

Carbide of Silicon

Carborundum Co., Niagara Falls, N. Y.

Carborundum Wheels

Carborundum Co., Niagara Falls, N. Y.

Carriage Hardware

McKinnon Dash Co., Buffalo, N. Y.

Carriage Heaters

Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.

Lehman Bros., 10 Bond St., N.Y. C.

Progressive Mfg. Co., Pana, Ill.

Standard Stamping Co., Marysville, Ohio.

Carpet Sweepers

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Streator Metal Stamping Co., Streator, Ill.

Carpet Whips

Andrews Wire & Iron Works, Rockford, Ill.

Ely Mfg. Co., Theo. J., Girard, Pa.

Carriers, Hay

Louden Machinery Co., Fairfield, Ia.

Porter Co., J. E., Ottawa, Ill.

Carrying Systems, Trolley

Wilcox Mfg. Co., Aurora, Ill.

Cars, Children's Hand

Glascow Bros. Mfg. Co., Muncie, Ind.

Thayer Co., H. N., Erie, Pa.

Cartridges

(See Ammunition.)

Carts, Children's

Hill-Standard Mfg. Co., Anderson, Ind.

Thayer Co., H. N., Erie, Pa.

Carvers, Kitchen

Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Carvers' Knives, Wood

Smith & Hemenway Co., 108 Duane St., New York.

Cash Drawers, Alarm

Nashua Till Co., Nashua, N. H.

Cash Recorders

Hough Cash Recorder Co., Indian Orchard, Mass.

Standard Cash Register Co., Wabash, Ind.

Castors, Furniture

Clark Co., Geo. P., The, Windsor Locks, Conn.

Reading Hardware Co., Reading, Pa.

Castings, Malleable

Hammer & Co., Branford, Conn.

Catchers, Grass

Dixon Co., Perry, Merriam Park, Minn.

Specialty Mfg. Co., St. Anthony Park, Minn.

Supplie Hdq. Co., Phila., Pa.

Ceilings, Metal

Berger Mfg. Co., Canton, O.

Ellen Mfg. Co., Canton, O.

Friedley-Voshardt Co., 194-204, Ma-ther St., Chicago, Ill.

Cellar Drainers

Kemp Mfg. Co., C. M., Baltimore, Md.

Cements, Fireproof

Johns-Manville, H. W., Co., N. Y. C.

Chasing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Manning-Bowman Co., Meriden, Conn.

Chain

Bridgeport Chain Co., Bridgeport, Conn.

Oneida Community, Ltd., Oneida, N. Y.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks

Yale & Towne Mfg. Co., 9 Murray St., New York.

Chalk Lines

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Cherry Stoners

Enterprise Mfg. Co., of Pa., Philadelphia, Pa.

Rollman Mfg. Co., Mount Joy, Pa.

Chimney Tops

Iwan Bros., Streator, Ill.

Chisels

Jennings & Co., C. E., 42 Murray St., New York.

Ohio Tool Co., Columbus, O.

Russell & Erwin Mfg. Co., New Britain, Conn.

Christmas Tree Holders

North Bros. Mfg. Co., Philadelphia, Pa.

Cigarmakers' Cutting Tools

Kraut & Dohual, 168 Clark St., Chicago, Ill.

Clamps

Hammer & Co., Branford, Conn.

Clippers, Finger Nail

Cook Co., H. C., The, Ansonia, Ct.

Snow, L. T., 108 Duane St., N.Y.C.

Sperry & Alexander Co., 300 Broadway, New York.

Clipping Machines, Hair

American Shearer Mfg. Co., Nashua, N. H.

Brown & Sharpe Mfg. Co., Providence, R. I.

Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.

Coates Clipper Mfg. Co., Worcester, Mass.

Gillette Clipping Machine Co., 114 W. 32d St., New York.

Hotchkiss, Edward S., Bridgeport, Conn.

Wiebusch & Hilger, Ltd., 9-15 Murray St., New York.

Clocks

New Haven Clock Co., New Haven, Conn.

Western Clock Mfg. Co., La Salle, Ill.

Clothes Bars

Ely Mfg. Co., Theo. J., Girard, Pa.

Martercross Co., 40 Dearborn St., Chicago, Ill.

Seed Filter & Mfg. Co., 158 Chambers St., New York.

Udell Works, Indianapolis, Ind.

Clothes Dryers

Hill Dryer Co., 315 Park Ave., Worcester, Mass.

Seed Filter & Mfg. Co., 158½ Chambers St., New York.

Clothes Lines

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Columbian Rope Co., Auburn, N. Y.

Estes Mills, Fall River, Mass.

New York Cordage Co., 85 Wall St., New York.

Plymouth Cordage Co., 382 Court St., No. Plymouth, Mass.

Samson Cordage Wks., Boston, Mass.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Clothes Lines, Wire

Wright Wire Co., Worcester, Mass.

Coal, Carriage Heaters'

Allen Coal Co., 36 Great Jones St., New York.

Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.

Lehman Bros., 10 Bond St., N. Y. C.

Progressive Mfg. Co., Pana, Ill.

Coal Hods, Brass

Buffalo Mfg. Co., Buffalo, N. Y.

Coaster Brakes

New Departure Mfg. Co., Bristol, Ct.

Coaster Sleds

Allen & Co., S. L., Box 1100 H., Philadelphia, Pa.

Hill-Standard Mfg. Co., Anderson, Ind.

Wabash Mfg. Co., Wabash, Ind.

Coat Hangers, Folding

Tullman Mfg. Co., Rochester, N. Y.

Coat and Hat Hooks

Atlas Mfg. Co., New Haven, Conn.

National Mfg. Co., Sterling, Ill.

Williamson Wire Novelty Co., C. F., Newark, N. J.

Coffee and Spice Mills

Arcade Mfg. Co., Freeport, Ill.

Enterprise Mfg. Co., of Pa., Phila.

Landers, Frary & Clark, New Britain, Conn.

Parker Co., Chas., Meriden, Conn.

Coffee Percolators

Buffalo Mfg. Co., Buffalo, N. Y.

Landers, Frary & Clark, New Britain, Conn.

Manning-Bowman Co., Meriden, Conn.

Conductor Pipe

Berger Bros. Co., Philadelphia, Pa.

Conductor Pipe Hangers, Wire

Iwan Bros., Streator, Ill.

Cooking Utensils

Avery Stamping Co., Cleveland, O.

Cleveland Stamping & Tool Co., Cleveland, O.

Landers, Frary & Clark, New Britain, Conn.

Vollrath Mfg. Co., Sheboygan, Wis.

Cooking Utensils, Electric

Prometheus Electric Co., The, 238 East 43d St., New York.

Cookers, Steam

Castle Co., Wilmet, 81 Elm St., Rochester, N. Y.

Copper

(See Brass and Copper.)

Copper Wire, Cable

Dallas, A.C., 166 Lake St., Chicago.

Cordage

Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.

Channon Co., H., Chicago, Ill.

Columbian Rope Co., Auburn, N. Y.

New York Cordage Co., 85-5 Wall St., New York.

Plymouth Cordage Co., 382 Court St., No. Plymouth, Mass.

Samson Cordage Wks., Boston, Mass.

Silver Lake Co., 78 Chauncey St., Boston, Mass.

Cork Screws and Pullers

Arcade Mfg. Co., Freeport, Ill.

Erie Specialty Co., Erie, Pa.

Williamson Wire Novelty Co., C. T., Newark, N. J.

Corn Cutters

American Fork & Hoe Co., Cleveland, O.

Corn Poppers

Middletown Mfg. Co., Middletown, O.

Cornices, Metal

Berger Mfg. Co., Canton, O.

Eller Mfg. Co., Canton, O.

- Cotter Pin Machines, Automatic**
Shuster Co., F. B., New Haven, Conn.
- Cotton Waste**
Kates Mills, Fall River, Mass.
- Cranes**
Yale & Towne Mfg. Co., 9 Murray St., New York.
- Crowbars**
Oliver Iron & Steel Co., Pittsburg, Pa.
- Crucibles**
Dixon Crucible Co., Jos., Jersey City, N. J.
- Crucible Steel**
American Tube & Stamping Co., Bridgeport, Conn.
- Cultivators**
Allen & Co., S. L., Box 1100 II, Philadelphia, Pa.
Syracuse Chilled Plow Co., Syracuse, N. Y.
- Cuspidors**
Buffalo Mfg. Co., Buffalo, N. Y.
- Cutlery**
(See also Knives, Razors, Shears, etc.)
Case & Sons, W. R., Bradford, Pa.
Kimball Co., C. J., Bennington, N. H.
Landers, Frary & Clark, New Britain, Conn.
National Cutlery Co., Detroit, Mich.
Northfield Knife Co., Northfield, Ct.
Norvell-Shapleigh Hdw. Co., St. Louis, Mo.
Parker Co., Chas., The, Meriden, Ct.
Silberstein, A. L., 459 Broadway, New York.
Simmons Hardware Co., St. Louis.
Sperry & Alexander Co., 300 Broadway, New York.
Supplee Hardware Co., Phila., Pa.
Udell, U. J., 9 E. Warren St., N.Y.C.
White & Son, Ira F., 144 Walnut St., Newark, N. J.
- Cutters, Feed and Ensilage**
Silver Mfg. Co., Salem, Ohio.
- Dairymen's Supplies**
Baum & Elvis Co., Milwaukee, Wis.
- Dampers**
Arcade Mfg. Co., Freeport, Ill.
Taylor & Boggis Fdry. Co., Cleveland, O.
- Dashes, Fenders, etc.**
McKinnon Dash Co., Buffalo, N. Y.
- Decorative Signs**
U. S. Decalcomania Co., 154 Lake St., Chicago, Ill.
- Door Bells**
(See Bells.)
- Door Buttons, Steel**
Watrous Mfg. Co., E. L., Des Moines, Ia.
- Door Catches**
Watrous Mfg. Co., E. L., Des Moines, Ia.
- Door Checks and Springs**
Pullman Mfg. Co., Rochester, N. Y.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.
- Door Hangers**
(See Hangers.)
Russell & Erwin Mfg. Co., New Britain, Conn.
- Door Holders**
Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.
- Door Knobs**
(See Locks and Knobs.)
- Door Rail**
Automatic Door Rail Co., Chicago, Ill.
- Draw Knives**
Kimball Co., C. J., Bennington, N.H.
Ohio Tool Co., Columbus, O.
Russell & Erwin Mfg. Co., New Britain, Conn.
Wilkinson & Co., A. J., 190-188 Washington St., Boston, Mass.
- Draw Knives, Folding**
Russell & Erwin Mfg. Co., New Britain, Conn.
Wilkinson & Co., A. J., 180-188 Washington St., Boston, Mass.
- Drilling Machines**
Dwight Slate Machine Co., Hartford, Conn.
- Shuster Co., F. B., New Haven, Conn.**
Silver Mfg. Co., Salem, O.
- Drills, Hand, Breast, etc.**
Millers Falls Co., 28 Warren St., New York.
Silver Mfg. Co., Salem, O.
Smith & Hemenway Co., 108 Duane St., N. Y. C.
- Drills, Star and Pipe**
Star Expansion Bolt Co., 147 Cedar St., New York.
- Drills, Twist**
Standard Tool Co., Cleveland, O.
- Drop Forgings**
Billings & Spencer Co., Hartford, Conn.
- Dumb Waiters**
(See Elevators.)
- Eave Trough Hangers**
Berger Bros. Co., Philadelphia, Pa.
- Electric Cooking and Heating Apparatus**
(See articles.)
- Electrical Supplies**
Primmthous Electric Co., The, 236 E. 43d St., New York.
- Elevator Enclosures and Cabs**
Ludlow-Saylor Wire Co., St. Louis, Mo.
Wright Wire Co., Worcester, Mass.
- Elevators and Dumb Waiters**
Eaton & Prince Co., Chicago, Ill.
Energy Elevator Co., 406 Cherry St., Philadelphia, Pa.
Kinball Bros., 900 Ninth St., Council Bluffs, Ia.
O'Neill Elevator Co., 928 Cherry St., Philadelphia, Pa.
Schwartz Machine Works, 84 to 88 Carroll St., Poughkeepsie, N. Y.
Speldel, J. G., Reading, Pa.
Union Elevator & Machine Co., 144-146 Ontario St., Chicago, Ill.
- Elevators, Ice**
Gifford-Wood Co., Hudson, N. Y.
- Emery Paper and Cloth**
Baeder, Adamson & Co., Phila., Pa.
- Emery Wheel Dresser**
Diamond Saw & Stamping Wks., Buffalo, N. Y.
- Enameled Ware**
Briscoe Mfg. Co., Detroit, Mich.
Cleveland Stamping & Tool Co., The, Cleveland, O.
Vollrath Mfg. Co., Sheboygan, Wis.
- Enamels**
(See Paints.)
- Escutcheon Pins**
(See Pins.)
- Excelsior Packing**
Huffman & Co., Theo. P., 648 W. 34th St., New York.
- Expansion Bolts**
Star Expansion Bolt Co., 147 Cedar St., New York.
- Eye Benders**
(See Benders.)
- Faucets, Molasses and Varnish**
Parker Co., Chas., The, Meriden, Ct.
- Faucets, Wooden**
Sommer's Son, John, 355-365 Central Ave., Newark, N. J.
- Feed Cutters**
Silver Mfg. Co., Salem, O.
- Fencing, Iron and Steel**
Enterprise Foundry & Fence Co., Indianapolis, Ind.
- Fencing, Wire**
Clinton Wire Cloth Co., Clinton, Mass.
Cyclone Woven Wire Fence Co., Holly, Mich.
Dwiggins Wire Fence Co., Anderson, Ind.
Gilbert & Bennett Mfg. Co., Chicago.
New Jersey Wire Cloth Co., Trenton, N. J.
Wright Wire Co., Worcester, Mass.
- Files and Rasps**
Delta File Co., 3227 Frankford Ave., Philadelphia, Pa.
Daston & Sons, Inc., Henry, Philadelphia, Pa.
Nicholson File Co., Providence, R. I.
Russell & Erwin Mfg. Co., New Britain, Conn.
- Files, Rotary**
Rotary File & Mach. Co., 589 Kent Ave., Brooklyn, N. Y.
- Filters, Water**
Buffalo Mfg. Co., Buffalo, N. Y.
Nasid Filter Co., 606 Sudbury Bldg., Boston, Mass.
Seed Filter & Mfg. Co., 158½ Chambers St., New York.
- Finger Nail Clippers**
(See Clippers.)
- Fire Extinguishers**
Suffolk Chemical Co., 170 Summer St., Boston, Mass.
- Fire Pots and Torches**
Clayton & Lambert Mfg. Co., Detroit, Mich.
Turner Brass Works, The, 61 No. Franklin St., Chicago, Ill.
- Fireplace Goods**
Rostand Mfg. Co., Milford, Conn.
- Fishing Coats**
Jarvis Co., W. B., 41 Canal St., Grand Rapids, Mich.
- Fishing Reels**
America Co., 91 North St., Monmouth, Ill.
Clark-Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, O.
- Fishing Rods**
Clark-Horrocks Co., Utica, N. Y.
- Fishing Tackle**
Chester Co., F. E., Providence, R. I.
Clark-Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, O.
Jarvis Co., W. B., 41 Canal St., Grand Rapids, Mich.
Martins' Sons, E. J., Rockville, Ct.
- Fishing Tackle Boxes**
Merriam Mfg. Co., Durham, Conn.
- Fixtures, Electric Light**
Novelty Mfg. Co., Waterbury, Conn.
- Floor Hinges**
Columbian Hdw. Co., Cleveland, O.
Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.
- Fly Killers, Wire**
Bigelow, J. F., Worcester, Mass.
- Football Supplies**
Draper & Maynard Co., Plymouth, N. H.
- Food Choppers**
Dana Mfg. Co., Cincinnati, O.
Enterprise Mfg. Co. of Pa., The, Philadelphia, Pa.
Landers, Frary & Clark, New Britain, Conn.
Rollman Mfg. Co., Mount Joy, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.
- Forges, Blacksmiths'**
Fork Mfg. Co., The, Salem, O.
- Forks**
(See Agricultural Implements.)
- Foundry Supplies**
Osborn Mfg. Co., Cleveland, O.
- Fruit Presses**
(See Presses.)
- Furnaces and Heaters**
Mott Iron Works, J. L., 5th Ave. and 17th St., New York.
- Furnaces**
(See Soldering Furnaces.)
- Furniture Trimmings**
American Ring Co., Waterbury, Ct.
- Garden Tools**
Am. Fork & Hoe Co., Cleveland, O.
Arcade Mfg. Co., Freeport, Ill.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Potter Mfg. Co., Geneva, O.
- Gas Furnaces**
Chicago Flexible Shaft Co., 180 Ontario St., Chicago, Ill.
- Gas Lamps, Inverted**
Manhattan Screw & Stamping Wks., 202 W. 11th St., New York.
- Gas Lighters**
Oakman Mfg. Co., 84 Chambers St., New York.
- Gates, Ornamental**
Cyclone Woven Wire Fence Co., Holly, Mich.
- Gear Cutters**
Dwight Slate Machine Co., Hartford, Conn.
- Glass Cutting Boards**
Lufkin Rule Co., Saginaw, Mich.
- Glass Shelves**
Novelty Mfg. Co., Waterbury, Conn.
- Gongs**
(See Bells.)

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- Glue**
Baeder, Adamson & Co., Philadelphia, Pa.
Bewitt & Bros., C. B., 48 Beekman St., New York
- Gloves, Baseball, etc.**
Draper-Maynard Co., Plymouth, N.H.
- Graphite**
Dixon Crucible Co., Jos., Jersey City, N. J.
- Grass Catchers**
(See Catchers.)
- Grease Cups**
(See Lubricating Appliances.)
- Grinders, Alundum**
Royal Mfg. Co., 205 E. Walnut St., Lancaster, Pa.
- Grindstones**
Atlantic Grindstone Co., Providence, R. I.
Cleveland Stone Co., Cleveland, O.
Richards Mfg. Co., Aurora, Ill.
Wilcox Mfg. Co., Aurora, Ill.
- Grindstones, Bicycle**
Cleveland Stone Co., Cleveland, O.
Richards Mfg. Co., Aurora, Ill.
- Gun Cleaners**
Union Hdw. Co., Torrington, Ct.
- Guns**
Baker Gun & Forging Co., Batavia, N. Y.
Harrington & Richardson Arms Co., 322 Park Ave., Worcester, Mass.
Hopkins & Allen Arms Co., The, Dept. B, Norwich, Conn.
Johnson's Arms & Cycle Works, Iver, Fitchburg, Mass.
Marlin Fire Arms Co., 21 Willow St., New Haven, Conn.
Parker Co., Chas., The, Meriden, Ct.
Stevens Arms & Tool Co., J., Chicopee Falls, Mass.
- Hack Saws**
(See Saws.)
- Hair Clippers**
(See Clipping Machines.)
- Home Fasteners**
Bridgeport Chain Co., Bridgeport, Conn.
- Hammers, Drop**
Billings & Spencer Co., Hartford, Conn.
Merrill Bros., Brooklyn, N. Y.
- Hammers, Hand**
Arcade Mfg. Co., Freeport, Ill.
Billings & Spencer Co., Hartford, Ct.
Cheney Hammer Co., Henry, Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
Robertson, Arthur R., 144 Oliver St., Boston, Mass.
Rock River Mfg. Co., Dept. F., Dixon, Ill.
Vanguard Bushnell Mfg. Co., Chicago, Ill.
- Hammers, Magnet**
Billings & Spencer Co., Hartford, Ct.
Robertson, Arthur R., 144 Oliver St., Boston, Mass.
- Hammocks**
Hohfeld Mfg. Co., 8th and Dauphin Sts., Philadelphia, Pa.
- Hand and Bench Screws**
Chapin-Stephens Co., Pine Meadow, Conn.
Ohio Tool Co., Columbus, O.
- Handles, Wooden**
Hartwell Bros., Chicago Heights, Ill.
Rock River Mfg. Co., Dixon, Ill.
- Hangers, Barn Door**
Automatic Door Rail Co., 624 W. Lake St., Chicago, Ill.
Louden Machinery Co., Fairfield, Ia.
Myers & Bro., F. E., Ashland, O.
National Mfg. Co., Sterling, Ill.
Porter Co., J. E., Ottawa, Ill.
Richards Mfg. Co., Aurora, Ill.
- Hangers, House Door**
Arcade Mfg. Co., Freeport, Ill.
Automatic Door Rail Co., 624 W. Lake St., Chicago, Ill.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
Prouty Co., T. C., Abilene, Mich.
Richards Mfg. Co., Inc., Aurora, Ill.
Wilcox Mfg. Co., Aurora, Ill.
- Hangers, Screen and Window**
Phenix Mfg. Co., Milwaukee, Wis.
Winter Mfg. Co., R. G., Milwaukee, Wis.
- Hangers, Storm Sash**
Winter Mfg. Co., R. G., Milwaukee, Wis.
- Hardware Jobbers**
Butler Bros., Chicago and N. Y. C.
Norvell-Shapleigh Hdw. Co., St. Louis, Mo.
Simmons Hardware Co., St. Louis, Mo.
Supple Hardware Co., Philadelphia, Pa.
Weiland, Chas., 147 Chambers St., New York.
- Hardware Manufacturers' Agents**
Granham & Co., John H., 113 Chambers St., New York.
Smith & Hemenway Co., 108-110 Duane St., New York.
Wiebusch & Lillger, Ltd., 9-15 Murray St., New York.
- Harmonicas**
M. Hohner, 475 Broadway, N. Y. C.
- Harness Dressing**
Frank Miller Co., The, 394 West 28th St., New York.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
Reading Hardware Co., Reading, Pa.
- Harness Straps**
Covert Mfg. Co., Troy, N. Y.
- Hatchets**
(See Axes and Hatchets.)
- Hay Knives**
Ely Mfg. Co., Theo. J., Girard, Pa.
Iwan Bros., Streator, Ill.
- Haying Tools**
Louden Machinery Co., Fairfield, Ia.
Myers & Bro., F. E., Ashland, O.
Porter Co., J. E., Ottawa, Ill.
- Heaters**
(See Stoves; Carriage Heaters.)
- Heaters, Electric Curling**
Iron
Barr Electric Mfg. Co., Cleveland, Ohio.
- Heaters and Boilers**
Mott Iron Works, J. L., The, 84-90 Beekman St., New York.
- Heating and Cooking Disc**
Seed Filter & Mfg. Co., 138 1/2 Chambers St., New York.
- Heel Plates**
Griffin Mfg. Co., Erie, Pa.
- Heel Plates (safety)**
Norlund & Co., Williamsport, Pa.
- Hinges, Blind and Gate**
Parker Co., Chas., The, Meriden, Ct.
- Hinges, Floor**
Bommer Bros., Brooklyn, N. Y.
Columbian Hdw. Co., Cleveland, O.
Superior Spring Hinge Co., 15 So. Canal St., Chicago, Ill.
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Columbian Hdw. Co., Cleveland, O.
Shelby Spring Hinge Co., Shelby, O.
- Hinges, Strap and T**
Griffin Mfg. Co., Erie, Pa.
National Mfg. Co., Sterling, Ill.
Stanley Works, The, New Britain, Conn.
- Hinges, Window and Screen**
Arcade Mfg. Co., Freeport, Ill.
- Hoes**
(See Agricultural Implements.)
- Hoes, Self Cleaning**
Rock River Mfg. Co., Dept. F., Dixon, Ill.
- Holsts, Chain**
Spindel, J. G., Reading, Pa.
Yale & Towne Mfg. Co., 9 Murray St., New York.
- Holsts, Electric**
Yale & Towne Mfg. Co., 9 Murray St., New York.
- Hollow Ware**
Avery Stamping Co., Cleveland, O.
Bliscoe Mfg. Co., Detroit, Mich.
Cleveland Stamping & Tool Co., Cleveland, O.
Vollrath Mfg. Co., Sheboygan, Wis.
- Hooks, Box**
Patterson, Gottfried & Hunter, Ltd., 146-150 Centre St., New York.
- Hooks, Fishing**
Chester & Co., F. E., Providence, R. I.
Enterprise Mfg. Co., Akron, O.
- Horse Mowers**
Coldwell Lawn Mower Co., Newburgh, N. Y.
- Horseshoe Nails**
(See Nails.)
- Horse Pokes**
Ely Mfg. Co., Theo. J., Girard, Pa.
- Hose Racks**
Specialty Mfg. Co., St. Anthony Park, Minn.
- Hydraulic Presses**
Waterbury-Farrel Foundry & Mach. Co., Waterbury, Conn.
- Ice Cream Freezers**
Dana Mfg. Co., Cincinnati, O.
North Bros. Mfg. Co., Phila., Pa.
- Ice Creepers**
Norlund & Co., Williamsport, Pa.
- Ice Picks**
Arcade Mfg. Co., Freeport, Ill.
Ducharme & Co., Shelburne Falls, Mass.
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
- Ice Shredders**
Enterprise Mfg. Co. of Pa., Phila., Pa.
Granham & Co., J. H., 113 Chambers St., New York.
- Ice Tools**
Arcade Mfg. Co., Freeport, Ill.
Gifford-Wood Co., Hudson, N. Y.
- Ironing Boards**
Auxiliary Ironing Board Co., Rochester, N. Y.
- Jacks**
Barth Mfg. Co., G., Milwaukee, Wis.
Covert Mfg. Co., Troy, N. Y.
Oliver Mfg. Co., 215 Desplaines St., Chicago, Ill.
- Jewelry and Kindred Lines**
Myers Co., S. F., 47-49 Malden Lane, New York.
- Job Lots, Hardware**
Weiland, Chas., 147 Chambers St., New York.
- Jokey Stick**
Ely Mfg. Co., Theo. J., Girard, Pa.
- Joint Hangers**
Columbian Hdw. Co., Cleveland, O.
- Key Rings**
Ames Sword Co., Chicopee, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Kick Plates**
Reading Hdw. Co., Reading, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.
Turner Brass Wks., The, 61 North Franklin St., Chicago, Ill.
Yale & Towne Mfg. Co., 9 Murray St., New York.
- Kitchen Cabinets**
Specialty Mfg. Co., Titusville, Pa.
- Kitchen Supplies**
Baum Elvis Co., Milwaukee, Wis.
- Knives**
(See Butcher, Mincing, Pocket, etc.)
- Kraut Cutters**
Disston & Sons, Inc., Henry, Philadelphia, Pa.
- Ladders**
Specialty Mfg. Co., Titusville, Pa.
- Ladders, Rolling Shelf**
Bicycle Step Ladder Co., 55 Randolph St., Chicago, Ill.
Coburn Trolley Track Mfg. Co., Holyoke, Mass.
Milbradt Mfg. Co., 1445 N. 8th St., St. Louis, Mo.
Myers & Bro., F. E., Ashland, O.
Wilcox Mfg. Co., Aurora, Ill.
- Lamp Burners**
Plume & Atwood Mfg. Co., 29 Murray St., New York.
- Lamp Burners, Glass Cone**
Maple Co., R. H., Dayton, Ohio.
- Lamps**
Plume & Atwood Mfg. Co., 29 Murray St., New York.
Royal Gas Light Co., 209 E. Kinzie St., Chicago, Ill.
- Lamps, Driving**
Ham Mfg. Co., C. T., Rochester, N. Y.
- Lamps, Miners'**
McClintock & Irvine Co., Pittsburg, Pa.
- Lanterns**
Berger Mfg. Co., Canton, O.
Ham Mfg. Co., C. T., Rochester, N. Y.

Mention Hardware Dealers' Magazine when corresponding.

Pritchard-Strong Co., 29 Circle St., Rochester, N. Y.

Latches
Peck Hardware & Mfg. Co., C. A., Berlin, Wis.

Lathing, Wire
Clinton Wire Cloth Co., Clinton, Mass.

Ludlow-Saylor Wire Co., The, St. Louis, Mo.

Lawn Mower Sharpener
Osborn Mfg. Co., Cleveland, O.

Lawn Mowers
Briscoe Mfg. Co., Detroit, Mich.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Mast, Foss & Co., Springfield, O.
Reading Hdw. Co., Reading, Pa.
Supplee Hdw. Co., Philadelphia, Pa.

Lawn Sprinklers
Specialty Mfg. Co., St. Anthony Park, Minn.

Standard Stamping Co., Marysville, O.

Lawn Swings
Specialty Mfg. Co., Titusville, Pa.

Leather Goods, Carriage
McKinnon Dash Co., Buffalo, N. Y.

Leather Goods, Sporting
Draper & Maynard Co., Plymouth, N. H.

Levels
Chapin-Stephens Co., Pine Meadow, Conn.
Davis & Cook, Watertown, N. Y.
Stanley Rule & Level Co., New Britain, Conn.

Lightning Rod Supplies
Dallas, A. C., 166 Lake St., Chicago.

Lighting Systems
Boite & Weyer Co., The, 225 Michigan St., Chicago, Ill.
Royal Gas Light Co., 200 East Kinzie St., Chicago, Ill.

Oakman Mfg. Co., 84-86 Chambers St., New York.

Lines, Plow
N. Y. Cordage Co., 85 Wall St., N. Y.

Locks and Knobs, Door
Reading Hdw. Co., Reading, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.

Taylor & Boggis Fdry. Co., Cleveland, O.

Yale & Towne Mfg. Co., 9 Murray St., New York.

Locks, Unit
Russell & Erwin Mfg. Co., New Britain, Conn.

Lockers, Wire
Wright Wire Co., Worcester, Mass.
Ludlow-Saylor Wire Co., St. Louis, Mo.

Lubricants
(See also Oil.)
Dixon Crucible Co., Jos., Jersey City, N. J.

Lubricating Appliances
Patterson, Gottfried & Hunter, 140 Centre St., New York.

Machinery
Diamond Saw & Stamping Works, Buffalo, N. Y.
Dwight Slate Machine Co., Hartford, Conn.
Patterson, Gottfried & Hunter, 140-150 Centre St., New York.
Waterbury-Farrel Foundry & Mach. Co., Waterbury, Conn.
West Haven Mfg. Co., New Haven, Conn.

Machinists' Tools
Billings & Spencer Co., Hartford, Conn.
Diamond Saw & Stamping Works, Buffalo, N. Y.
Patterson, Gottfried & Hunter Co., 140-150 Centre St., New York.
Starrett Co., L. S., Athol, Mass.

Mail Boxes
Heise & Brauer, 60 Union Park Court, Chicago, Ill.
Hessler Co., H. E., 500 North Salina St., Syracuse, N. Y.
Merriam Mfg. Co., Durham, Conn.
Peck Hardware Mfg. Co., C. A., Berlin, Wis.
Reading Hdw. Co., Reading, Pa.
Smith Bros. Mfg. Co., Indianapolis, Ind.
Taylor & Boggis Fdry. Co., Cleveland, O.

Manicure Goods
Cook Co., H. C., The, Ansonia, Ct.
Sperry & Alexander Co., 300 Broadway, New York.

Mantels
Ironton Wood Mantel Co., Ironton, O.

Manufacturers' Agents
(See Hardware.)

Marine Hardware
Morss Co., A. S., 210-212 Commercial St., Boston, Mass.

Marking Fluid
Jarvis Co., W. B., 41 Canal St., Grand Rapids, Mich.

Match Safes
Buffalo Mfg. Co., Buffalo, N. Y.

Mats, Wire
Clinton Wire Cloth Co., Clinton, Mass.

Meat Choppers
(See Food Choppers.)

Metal Ceilings
Berger Mfg. Co., Canton, O.
Eller Mfg. Co., The, Canton, O.
Friedley-Voshardt Co., 194 Mather St., Chicago, Ill.

Metal Novelties
Cook Co., H. C., The, Ansonia, Ct.
Novelty Mfg. Co., Waterbury, Conn.

Metal Polish
(See Polish.)

Metals, Embossed
Novelty Mfg. Co., Waterbury, Conn.

Metals, Perforated
Clinton Wire Cloth Co., Clinton, Mass.

Novelty Mfg. Co., Waterbury, Conn.

Micrometers
Starrett Co., L. S., Athol, Mass.

Mining Knives
Arcade Mfg. Co., Freeport, Ill.
Potter Mfg. Co., Geneva, Ohio.

Mirrors, Adjustable
Novelty Mfg. Co., Waterbury, Conn.

Miters, Roofing
Whittacre Mfg. Co., J. E., Rockford, Ill.

Miter Boxes
Miller Falls Co., 28 Warren St., New York.

Smith & Hemenway Co., 108 Duane St., New York.

Mop Wringers
Dana Mfg. Co., Cincinnati, O.
Eagle Cooperage Wks., Circleville, O.
Ely Mfg. Co., Theo. J., Girard, Pa.
White Mop Wringer Co., Fultonville, N. Y.

Mops
Arcade Mfg. Co., Freeport, Ill.
Eagle Cooperage Wks., Circleville, O.
Eates Mills, Fall River, Mass.

Motors, Water
Divine Water Motor Co., 108-110 Duane St., New York.

Mouse Traps
Burditt & Williams Co., Boston, Mass.

Chasse Mfg. Co., 57 Vesey St., N. Y.

Hotchkiss, E. S., Bridgeport, Conn.

Mowers
(See Horse; see Lawn.)

Nail Pullers
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Morrill, Chas., 275 Broadway, N. Y.
Smith & Hemenway, 108-110 Duane St., New York.

Tower & Lyon Co., 95 Chambers St., New York.

Nails, Copper
Hussey & Co., C. G., Pittsburg, Pa.

Nails, Horseshoe
Livingston Nail Co., 104 Reade St., New York.

Wielusch & Hilger, Ltd., 9-15 Murray St., New York.

Nails, Wire
Townsend Co., C. C. & E. P., New Brighton, Pa.

Needles, Machine
Excelsior Supply Co., Chicago, Ill.

Nippers
(See Pliers and Nippers.)

Nut Crackers
Arcade Mfg. Co., Freeport, Ill.

Nuts
(See Bolts and Nuts.)

Oil Cans, Spout and Faucet
Berger Mfg. Co., Canton, O.
Wall Mfg. Supply Co., P., Allegheny, Pa.

Oil Cans, Pocket
Meisselbach & Bro., A. F., 32-38 Prospect St., Newark, N. J.

Oil Cups
(See Lubricating Appliances.)

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Hammer & Co., Branford, Conn.
McClintock & Irvine Co., Pittsburg, Pa.
Wall Mfg. Supply Co., P., Allegheny, Pa.
Wilkinson Mfg. Co., 69 Wall St., New York.

Oil Heaters
(See Stoves.)

Oil, Lubricating
Cole Co., G. W., 145 Broadway, New York.

Graham & Co., John H., New York.

Pike Mfg. Co., Pike, N. H.

Oil Stones
Carborundum Co., Niagara Falls, New York.

Pike Mfg. Co., Pike, N. H.

Oil Stoves
(See Stoves.)

Optical Goods
Manasse, L., 88 Madison St., Chicago, Ill.

Padlocks
Ames Sword Co., Chicopee, Mass.
Russell & Erwin Mfg. Co., New Britain, Conn.
Yale & Towne Mfg. Co., 9 Murray St., New York.

Pails, Strainer
Smith Bros. Mfg. Co., Indianapolis, Ind.

Paint Remover
(See Varnish Remover.)

Paint, Silica Graphite
Dixon Crucible Co., Jos., Jersey City, N. J.

Paints, Varnishes, Enamels, etc.
Adams & Elting Co., Chicago, Ill.
Briggs & Co., John, Boston, Mass.
Enterprise Paint Mfg. Co., 225-231 N. Van Buren St., Chicago, Ill.
Gerstendorfer Bros., 231 E. 42d St., New York.

Lucas & Co., John, Philadelphia, Pa.

Nice, Eugene E., 272-274 South 2d St., Philadelphia, Pa.

Pitkin Co., Geo. W., Chicago, Ill.

Paper, Hardware Wrapping
Hewitt & Bros., C. B., 48 Beckman St., New York.

Patents
Peck, Hubert E., 625 F St., Washington, D. C.

Perforated Metal
(See Metals.)

Picks
Oliver Iron & Steel Co., Pittsburg, Pa.

Pinking Machines
Rotary File & Machine Co., The, 569 Kent Ave., Brooklyn, N. Y.

Pins, Escutcheon
Hassall, John, 181 Lafayette St., New York.

Pipe Coverings
Johns-Manville Co., H. W., N. Y. C.

Pipe Cutters
Barnes Tool Co., New Haven, Conn.

Pipe Hooks and Straps
Berger Bros. Co., 231-237 Arch St., Philadelphia, Pa.

Pistols
(See also Revolvers.)
Johnson's Arms & Cycle Works, Iver, Fitchburg, Mass.
Stevens Arms & Tool Co., J., Chicopee Falls, Mass.

Planes
Chapin-Stephens Co., Pine Meadow, Conn.
Ohio Tool Co., Columbus, O.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon Co., 95 Chambers St., New York.

Planters, Corn
Kent Mfg. Co., Waukesha, Wis.

Planters, Potato
Kent Mfg. Co., Waukesha, Wis.

Plate Cleaners
Lasher Mfg. Co., Davenport, Ia.
Watson-Porter-Watson Co., Ltd., Unadilla, Mich.

Plated Ware, Silver

Associated Silver Co., 174 E. Lake St., Chicago, Ill.
International Silver Co., Meriden, Conn.
Onelda Community, Ltd., Onelda, N. Y.

Pliers and Nippers

Billings & Spencer Co., Hartford, Conn.
Crook & Carrier Mfg. Co., Elmira, N. Y.
Merrill, Chas., 275 Broadway, New York, Conn.

Nettleton Mfg. Co., Middletown, Smith & Hemenway Co., 108 Duane St., New York.
Schollhorn Co., Wm., New Haven, Conn.

Plows

Syracuse Chilled Plow Co., Syracuse, N. Y.

Plumb Bobs

Starrett Co., L. S., Athol, Mass.

Plumbers' Brass Goods

Landers, Frary & Clark, New Britain, Conn.

Plumbers' Supplies

Baum Elvis Co., Milwaukee, Wis.

Plumbing Fixtures

Mott Iron Works, J. L., 5th Ave. and 17th St., New York.

Pocket Knives

Case & Sons, W. R., Bradford, Pa.

Northfield Knife Co., Northfield, Conn.

Silberstein, A. L., 459 Broadway, New York.

Ulery Co., U. J., 9 E. Warren St., New York.

Wiebusch & Hilger, Ltd., 9 Murray St., New York.

Police Supplies
Tower & Lyon Co., 95 Chambers St., New York.

Polish, Floor
Butcher Polish Co., 356 Atlantic Ave., Boston, Mass.

Polish, Metal
Hoffman, Geo. W., 295 E. Washington St., Indianapolis, Ind.

Polish, Stove
A. B. Polish Co., 8-14 Haddon Ave., Chicago, Ill.

Black Silk Stove Polish Works, Sterling, Ill.

Dixon Crucible Co., Jos., Jersey City, N. J.

Post Hole Diggers
Iwan Bros., Strator, Ill.

Pot Covers, Kitchen
Lasher Mfg. Co., Davenport, Ia.

Poultry Netting
Clinton Wire Cloth Co., Clinton, Mass.

Gilbert & Bennett Mfg. Co., Chicago.

Ludlow-Saylor Wire Co., St. Louis, Mo.

New Jersey Wire Cloth Co., Trenton, N. J.

Wright Wire Co., Worcester, Mass.

Presses, Lard
Enterprise Mfg. Co. of Pa., Phila.

Silver Mfg. Co., Salem, O.

Presses, Meat and Fruit
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

Erie Specialty Co., Erie, Pa.

Presses, Power
Shuster, F. B., Co., New Haven, Conn.

Pruning Shears
Crook & Carrier Mfg. Co., Elmira, N. Y.

Wiebusch & Hilger, Ltd., 9 Murray St., New York.

Punches, Conductors
Bridgeport Hardware Co., Bridgeport, Conn.

Schollhorn Co., Wm., New Haven.

Sperry & Alexander Co., 300 Broadway, New York.

Punches, Hand
Merrill, Chas., 275 Broadway, N. Y.

Push Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Putty Knives
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Radiators

Castle Co., Wilmot, Rochester, N. Y.

Mott Iron Works, J. L., 5th Ave. and 17th St., New York.

Rochester Radiator Co., 145 Furnace St., Rochester, N. Y.

Rake, Self-Cleaning
Crook & Carrier Mfg. Co., The, Elmira, N. Y.

Rakes
American Fork & Hoe Co., Cleveland, O.

Crook & Carrier Mfg. Co., Elmira, N. Y.

Ranges
(See Stoves.)

Rat Traps
Burditt & Williams Co., Boston, Mass.

Hotchkiss, E. S., Bridgeport, Conn.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ratchet Drills
Billings & Spencer Co., Hartford, Conn.

Razors
Andersen & Co., Alfred, Minneapolis, Minn.

Case & Sons, W. R., Bradford, Pa.

Droescher, S. R., 79 Warren St., New York.

National Cutlery Co., Detroit, Mich.

Radlumite Co., 97 So. Clinton St., Chicago, Ill.

Silberstein, Firm of A. L., 459 Broadway, N. Y.

Smith & Hemenway Co., 108 Duane St., New York.

Sperry & Alexander Co., 300 Broadway, New York.

Ulery, U. J., 7 Warren St., N. Y.

Union Razor Co., Tiddout, Pa.

Razors, Safety
American Safety Razor Co., Broadway and Duane St., New York.

Gem Cutlery Co., 34 Reade St., N.Y.

Gillette Sales Co., Times Bldg., N.Y.

Kampfe Bros., 8 Reade St., N. Y.

Razors, Corn
Kampfe Bros., 8 Reade St., N. Y.

Razor Guards
Weles, L. T., 297 Taaffe Place, Brooklyn, N. Y.

Razor Hones
Droescher, S. R., 79 Warren St., New York.

Pike Mfg. Co., Pike, N. H.

Razor Straps
Case & Sons, W. R., Bradford, Pa.

Kampfe Bros., 8 Reade St., N. Y.

Perfecto Mfg. Co., Towanda, Pa.

Radlumite Co., 97 So. Clinton St., Chicago, Ill.

Reamers
Standard Tool Co., Cleveland, O.

Recording Instruments
Bristol Co., Waterbury, Conn.

Reels
(See Fishing Reels.)

Refrigerator Trimmings
Arcade Mfg. Co., Freeport, Ill.

Brass Goods Mfg. Co., Brooklyn, N. Y.

Registers, Wall and Floor
Berg, L. D., 59 No. Second St., Philadelphia, Pa.

Reloading Tools
Union Hdw. Co., Torrington, Conn.

Revolvers
Harrington & Richardson Arms Co., 222 Park Ave., Worcester, Mass.

Hopkins & Allen Arms Co., Dept. B, Norwich, Conn.

Iver Johnson's Arms & Cycle Wks., 163 River St., Fitchburg, Mass.

Marlin Fire Arms Co., 21 Willow St., New Haven, Conn.

Riddles
(See Screens.)

Rifles
Hamilton Rifle Co., Plymouth, Mich.

Hopkins & Allen Arms Co., Dept. B, Norwich, Conn.

Marlin Fire Arms Co., 21 Willow St., New Haven, Conn.

Stevens Arms & Tool Co., J., Chicopee Falls, Mass.

Rifles, Air
Dalay Mfg. Co., 280 Union St., Plymouth, Mich.

Hamilton Rifle Co., Plymouth, Mich.

Ring Rollers

Shuster Co., F. B., New Haven, Ct.

Rivet Machines
Waterbury-Farrel Fdry. & Machine Co., Waterbury, Conn.

Riveting Machines
Shuster Co., F. B., New Haven, Conn.

Riveting Machines, Hand
Smith Mfg. Co., F. H., 48 and 50 St. John's Court, Chicago, Ill.

Rivets
Garland Nut & Rivet Co., Pittsburg, Pa.

Hassall, John, 181 Lafayette St., New York.

Townsend Co., C. C. & E. P., New Brighton, Pa.

Roofing, Asbestos
Johns-Manville Co., H. W., 100 William St., New York.

Roofing, Slate
Johnson & Co., E. J., 88 Park Row, New York.

Roofing, Tarred
McClintock & Irvine Co., The, Pittsburg, Pa.

Roofing, Tin
American Sheet & Tin Plate Co., Pittsburg, Pa.

Rope
(See Cordage.)

Rules
Chapin-Stephens Co., Pine Meadow, Conn.

Lufkin Rule Co., Saginaw, Mich.

Stanley Rule & Level Co., New Britain, Conn.

Sad Irons
Enterprise Mfg. Co., Phila., Pa.

Sad Irons, Electric
Barr Electric Mfg. Co., W. J., Cleveland, O.

Prometheus Electric Co., The, 236 East 43d St., New York.

Safety Razors
(See Razors.)

Sand Paper
(See Emery Paper.)

Sash Balances
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Bridgeport Chain Co., Bridgeport, Conn.

Onelda Community Co., Onelda, N.Y.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Cord
Carpenter & Co., Geo. B., 200-206 S. Water St., Chicago, Ill.

Estes Mills, Fall River, Mass.

Samson Cordage Wks., Boston, Mass.

Silver Lake Co., Boston, Mass.

Sash Hangers and Fasteners
Phenix Mfg. Co., 34 Center St., Milwaukee, Wis.

Sash Locks
Champion Safety Lock Co., Geneva, O.

Ives Co., H. B., New Haven, Conn.

National Mfg. Co., Sterling, Ill.

Reading Hdw. Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

Taylor Mfg. Co., The, Hartford, Ct.

Yale & Towne Mfg. Co., 9 Murray St., New York.

Sash Operating Devices
Drouve Co., G., Bridgeport, Conn.

Sash Pulleys
Grand Rapids Hardware Co., 13 Pearl St., Grand Rapids, Mich.

Reading Hdw. Co., Reading, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Silver Mfg. Co., Salem, O.

Savings Bank
(See Banks.)

Saw Handles, Cross-Cut
Ely Mfg. Co., Theo. J., Girard, Pa.

Saw Sets and Tools
Atkins & Co., E. C., Indianapolis, Ind.

Diston & Sons, Inc., Henry, Philadelphia, Pa.

Graham & Co., John H., 113 Chambers St., New York.

Morrill, Chas., 275 Broadway, N.Y.O.

- Saw Sharpeners, Automatic**
Rotary File & Mach. Co., 589 Kent Ave., Brooklyn, N. Y.
- Sawing Machines (Hand and Foot Power)**
Barnes Tool Co., New Haven, Conn.
- Saws, Hand, etc.**
Atkins & Co., E. C., Indianapolis, Ind.
Diston & Sons, Inc., Henry, Philadelphia, Pa.
Jennings & Co., C. E., 42 Murray St., New York.
Simonds Mfg. Co., Fitchburg, Mass.
- Saws, Hack**
Atkins & Co., E. C., Indianapolis, Ind.
Diamond Saw & Stamping Works, Buffalo, N. Y.
Diston & Sons, Inc., Henry, Philadelphia, Pa.
Jennings & Co., C. E., 42 Murray St., New York.
Massachusetts Saw Works, -Chicopee, Mass.
Millers Falls Co., 28 Warren St., New York.
Union Hardware Co., Torrington, Conn.
West Haven Mfg. Co., New Haven, Conn.
- Saws, Keyhole**
Bridgeport Hdw. Mfg. Co., The, Bridgeport, Conn.
- Scales**
Hanson Bros., 18 W. Randolph St., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Osgood Scale Co., Binghamton, N.Y.
Pelouse Scale & Mfg. Co., 118 W. Jackson Boul., Chicago, Ill.
Reading Hdw. Co., Reading, Pa.
Triner Scale & Mfg. Co., 1255 W. 21st St., Chicago, Ill.
- Scissors**
(See Shears.)
- Scrapers, Foot**
National Mfg. Co., Sterling, Ill.
- Screens, Coal, Sand, etc.**
Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., Chicago, Ill.
Ladlow-Saylor Wire Co., St. Louis, Mo.
N. J. Wire Cloth Co., Trenton, N.J.
Wright Wire Co., Worcester, Mass.
- Screw Drivers**
Arcade Mfg. Co., Freeport, Ill.
Billings & Spencer Co., The, Hartford, Conn.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Diston & Sons, Inc., Henry, Philadelphia, Pa.
Ducharmes & Co., Shelburne Falls, Mass.
Kimball Co., C. J., Bennington, N.H.
Mayhew Co., H. H., Shelburne Falls, Mass.
North Bros. Mfg. Co., Phila., Pa.
Patterson, Gottfried & Hunter, 146 Centre St., New York.
Russell & Erwin Mfg. Co., New Britain, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon Co., 9 Chambers St., New York.
Tuck Mfg. Co., Brockton, Mass.
- Screws, Wood**
Murray, Robert, 24 Duane St., New York.
Parker Co., Chas., The, Meriden, Ct.
- Seythe Stones and Whetstones**
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike, N. H.
- Seythes**
Andresen & Co., Alfred, 1304 Washington Ave. South, Minneapolis, Minn.
National Cutlery Co., Detroit, Mich.
- Shears and Scissors**
Atlas Shear Co., Bridgeport, Conn.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Heinisch's Sons Co., R., Newark, N. J.
Kraut & Dohual, Dept. H, 168 S. Clark St., Chicago.
Silberstein, A. L., 450 Broadway, New York.
Sperry & Alexander Co., 300 Broadway, New York.
Ulery, U. J., 7 Warren St., N. Y.
Wiebusch & Hilger, Ltd., 9 Murray St., New York.
- Sheet Metal Specialties**
Eller Mfg. Co., Canton, O.
- Sheets, Iron and Steel**
American Sheet & Tin Plate Co., Pittsburg, Pa.
- Shelf Boxes**
(See Boxes.)
- Shelf Ladders**
(See Ladders.)
- Shot Guns**
(See Guns.)
- Shovels, Spades and Scoops**
Avery Stamping Co., Cleveland, O.
Channon Co., H., Chicago, Ill.
- Show Cases**
Detroit Show Case Co., 476-480 W. Fort St., Detroit, Mich.
Grand Rapids Show Case Co., Grand Rapids, Mich.
- Signs**
U. S. Decalcomania Co., 154 Lake St., Chicago, Ill.
- Silverware**
(See Plated Ware.)
- Sink Brushes, Wire**
Bigelow, J. F., Worcester, Mass.
- Sinks**
Mott Iron Works, J. L., 5th Ave. and 17th St., New York.
- Sink Strainers**
Andrews Wire & Iron Works, Rockford, Ill.
- Skate Sharpeners**
Osborn Mfg. Co., Cleveland, O.
- Skates, Hockey and Racing**
Johnson, Nestor, 636 N. California St., Chicago.
- Skates, Ice**
Barney & Berry, Springfield, Mass.
Graham & Co., John H., 113 Chambers St., New York.
Martin Skate Co., Boston, Mass.
New York Sporting Goods Co., 17 Warren St., New York.
Union Hdw. Co., Torrington, Conn.
Winslow Skate Mfg. Co., Samuel, Worcester, Mass.
- Skates, Roller**
Barney & Berry, Springfield, Mass.
Chicago Roller Skate Co., 65 S. Canal St., Chicago, Ill.
Cycle Skate & Sporting Goods Co., 37 Park St., New York.
New York Sporting Goods Co., 17 Warren St., New York.
Richardson Ball Bearing Skate Co., 501 Wells St., Chicago, Ill.
Union Hardware Co., Torrington, Conn.
Winslow Skate Mfg. Co., Samuel, Worcester, Mass.
- Skylights**
Drouve Co., G., Bridgeport, Conn.
Eller Mfg. Co., Canton, O.
- Sleds**
Allen & Co., S. L., Box 1103 H., Philadelphia, Pa.
Wabash Mfg. Co., Wabash, Ind.
- Sleeve Boards**
New York House Furnishing Goods Co., 92 Chambers St., New York.
- Snow Shovels**
Avery Stamping Co., Cleveland, O.
- Soldering Coppers**
Clendennin Bros., Baltimore, Md.
Turner Brass Works, 61 Franklin St., Chicago, Ill.
- Soldering Furnaces**
Barnes Tool Co., New Haven, Conn.
Clayton & Lambert Mfg. Co., Detroit, Mich.
Turner Brass Works, Chicago, Ill.
- Soldering Sets**
Arcade Mfg. Co., Freeport, Ill.
- Spoke Shaves**
Ohio Tool Co., Columbus, O.
Stanley Rule & Level Co., New Britain, Conn.
- Spoons and Forks**
(See Plated Ware.)
- Spoons, Basting and Mixing**
Potter Mfg. Co., Geneva, Ill.
- Sporting Goods**
Cycle Skate & Sporting Goods Co., 37 Park St., New York.
Draper-Maynard Co., Plymouth, N. H.
New York Sporting Goods Co., 17 Warren St., New York.
- Spring Hinges**
(See Hinges.)
- Springs**
Tuck Mfg. Co., Brockton, Mass.
- Squares, Steel**
Diston & Sons, Inc., Henry, Philadelphia, Pa.
Nichols Mfg. Co., Ottumwa, Ia.
Russell & Erwin Mfg. Co., New Britain, Conn.
Southington Cutlery Co., 42 Murray St., New York.
- Squares, Try, Mitre, etc.**
Diston & Sons, Inc., Henry, Philadelphia, Pa.
Fox, P. L., 432 William St., Bridgeport, Conn.
Stanley Rule & Level Co., New Britain, Conn.
- Stable Fixtures**
Mott Iron Works, J. L., 5th Ave. and 17th St., New York.
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Avery Stamping Co., Cleveland, O.
Cleveland Stamping & Tool Co., Cleveland, O.
- Staples, Wire**
Townsend Co., C. C. & E. P., New Brighton, Pa.
Wright Wire Co., Worcester, Mass.
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Avery Stamping Co., Cleveland, O.
Cleveland Stamping & Tool Co., Cleveland, O.
- Step Ladders**
(See Ladders.)
- Steel**
American Tube & Stamping Co., Bridgeport, Conn.
- Stocks and Dies**
Armstrong Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
- Stove Repairs**
Manufacturers' Stove Repair Co., Chicago, Ill.
Northwestern Stove Repair Co., 225 W. 12th St., Chicago, Ill.
- Stove Trucks**
(See Trucks.)
- Stoves and Ranges**
Mott Iron Works, J. L., 5th Ave. and 17th St., New York.
Willard, W. G., 59 Willard Bldg., St. Louis, Mo.
- Stoves, Electric**
Prometheus Electric Co., The, 238 East 43d St., New York.
- Stoves, Oil and Gasoline**
Briscoe Mfg. Co., Detroit, Mich.
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Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., 29 Murray St., New York.
Taylor & Boggs Fdry. Co., Cleveland, O.
- Strainers, Kitchen**
Watson-Porter-Watson Co., Ltd., Unadilla, Mich.
- Table Ware**
(See Plated Ware.)

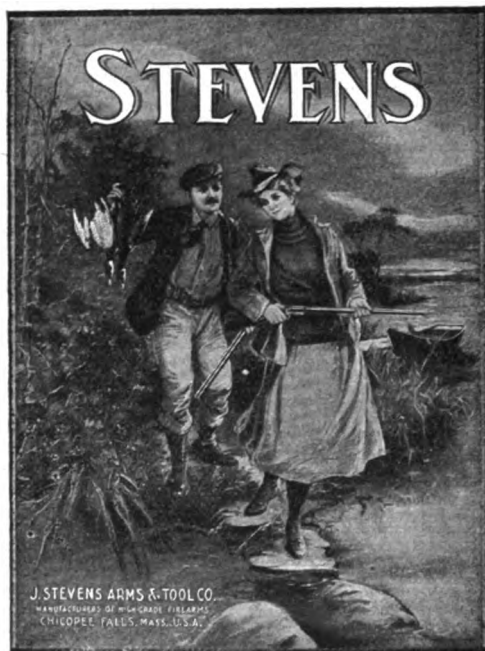
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- Tacks, Brass Head**
American Ring Co., Waterbury, Conn.
- Tacks, Copper**
Hussey & Co., C. G., Pittsburg, Pa.
- Tapes, Measuring**
Lufkin Rule Co., Saginaw, Mich.
Starrett Co., L. S., Athol, Mass.
- Taps and Dies**
Armstrong Mfg. Co., Bridgeport, Ct.
Standard Tool Co., Cleveland, O.
- Terne and Tin Plate**
American Sheet and Tin Plate Co., Pittsburg, Pa.
- Ties, Horse and Cow**
Bridgeport Chain Co., Bridgeport, Conn.
Oneida Community, Ltd., Oneida, N. Y.
- Tiling Spades**
Iwan Bros., Streator, Ill.
- Tin Boxes, Cash, Bond, etc.**
Merriam Mfg. Co., Durham, Conn.
- Toasters, Bread**
Harkins & Willis, Ann Arbor, Mich.
Middletown Mfg. Co., Middletown, O.
Standard Stamp'g Co., Marysville, O.
Wilson Toaster Mfg. Co., Ferguson Bldg., Pittsburg, Pa.
- Tongs, Machinist**
Barnes Tool Co., New Haven, Conn.
- Tool Chests and Cabinets**
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Jennings & Co., C. E., 42 Murray St., New York.
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Ulery Co., U. J., 9 E. Warren St., New York.
- Tools**
(See Articles.)
- Torches, Plumbers'**
Clayton & Lambert Mfg. Co., Detroit, Mich.
Turner Brass Works, 61 No. Franklin St., Chicago, Ill.
- Torches, Miners'**
McClintock & Irvine Co., Pittsburg, Pa.
Wall Mfg. Supply Co., P., Allegheny, Pa.
- Torches, Outdoor, Gasoline**
Berger Mfg. Co., Canton, O.
Turner Brass Works, 61 N. Franklin St., Chicago, Ill.
- Traps**
(See Articles.)
- Trays, Crumb**
Buffalo Mfg. Co., Buffalo, N. Y.
- Tree Guards**
Wright Wire Co., Worcester, Mass.
- Trowels, Brick, etc.**
Dilston & Sons, Inc., Henry, Philadelphia, Pa.
- Trowels, Garden**
Avery Stamping Co., Cleveland, O.
Potter Mfg. Co., Geneva, Ohio.
- Trucks, Hand**
Clark Co., Geo. P., The Windsor Locks, Conn.
- Trucks, Nail Keg**
Peck Hdw. & Mfg. Co., C. A., Berlin, Wis.
- Trucks, Stove**
Arcade Mfg. Co., Freeport, Ill.
- Tubing, Brass and Copper**
Dallas, A. C., 186 Lake St., Chicago.
- Tubing, Steel**
American Tube & Stamping Co., Bridgeport, Conn.
Shelby Steel Tube Co., Pittsburg, Pa.
- Turnbuckles**
Merrill Bros., Brooklyn, N. Y.
- Turn Plates**
New Departure Mfg. Co., Bristol, Conn.
- Twines**
(See also Cordage.)
Carpenter & Co., Geo. B., 200-208 S. Water St., Chicago, Ill.
Columbian Rope Co., Auburn, N. Y.
- Estes Mills, Fall River, Mass.**
N. Y. Cordage Co., 83 Wall St., N. Y.
- Twist Drills**
(See Drills.)
- Varnish**
(See Paints.)
- Varnish Removers**
Adams & Eiting Co., Station I, Chicago, Ill.
Lucas & Co., John, Philadelphia, Pa.
- Valves and Plungers**
Berger Bros. Co., Philadelphia, Pa.
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Mott Iron Works, J. L., 5th Ave. and 17th St., New York.
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Drouve Co., G., Bridgeport, Conn.
Globe Ventilator Co., Troy, N. Y.
Iwan Bros., Streator, Ill.
Middletown Mfg. Co., Middletown, O.
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- Wagons, Delivery**
Sycamore Wagon Works, 109 Edward St., Sycamore, Ill.
- Wagons, Farm, Boys'**
Wabash Mfg. Co., Wabash, Ind.
- Washers**
(See Bolts and Nuts.)
- Washing Machines**
Brammer Mfg. Co., H. F., 1409 W. 2nd St., Davenport, Ia.
Glascob Bros. Mfg. Co., Muncie, Ind.
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Parker Wire Goods Co., Worcester, Mass.
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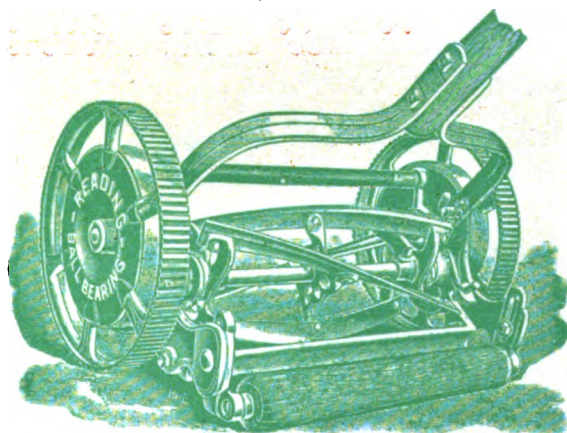
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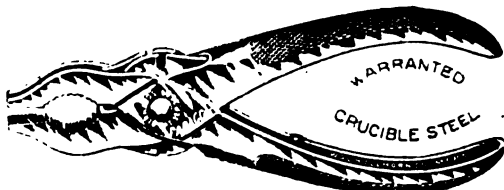
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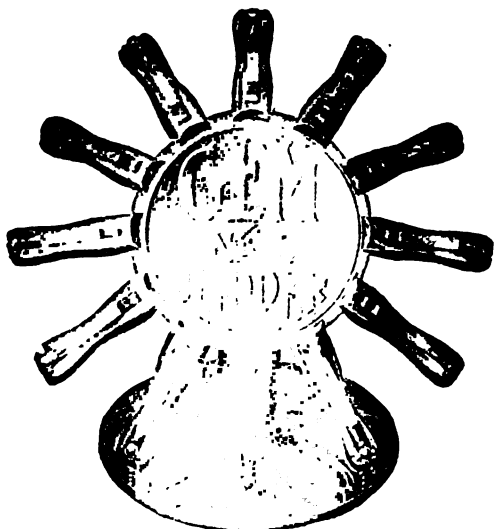
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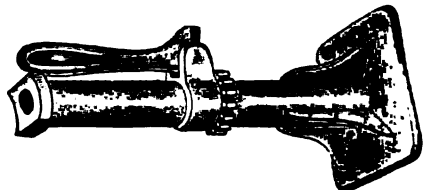
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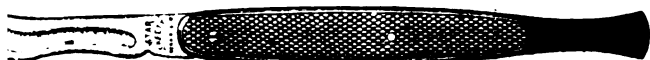
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HARDWARE DEALERS' MAGAZINE

STEVENS

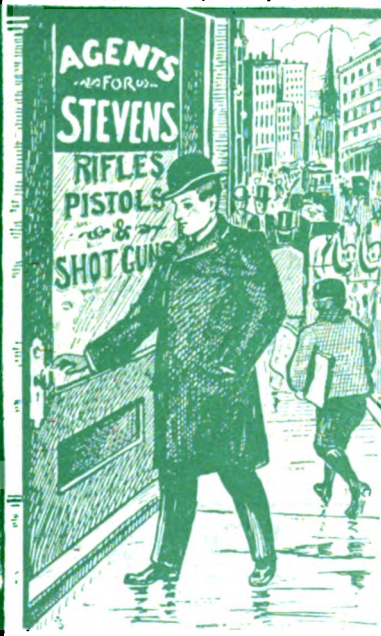
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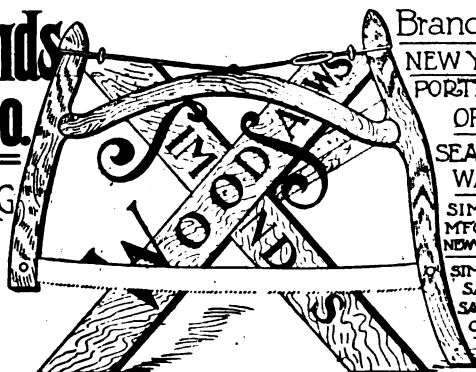
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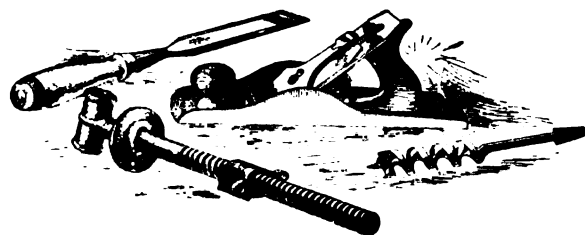
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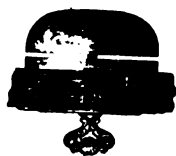
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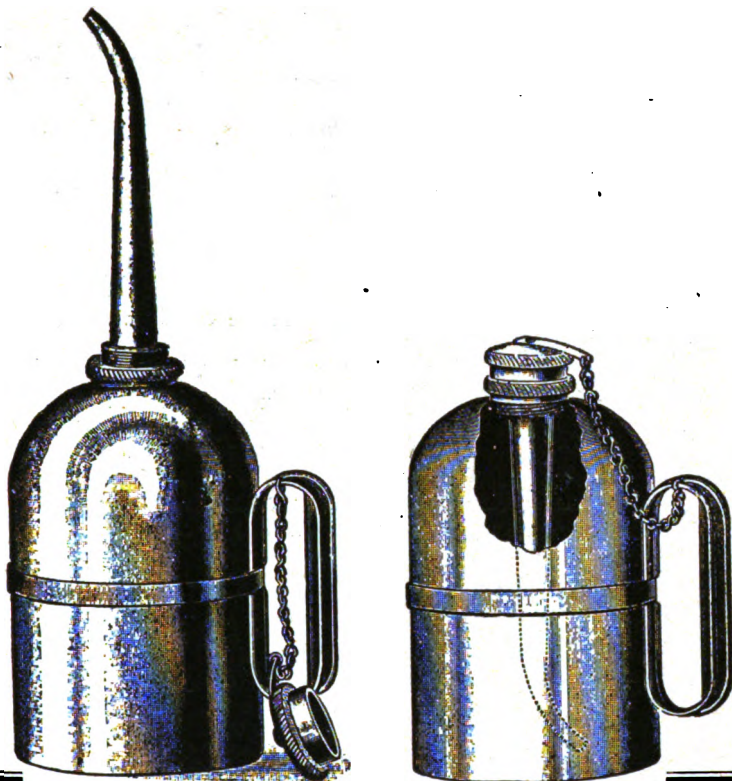
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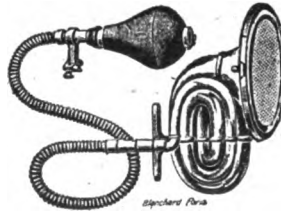
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Our complete 128 page catalogue for Hardware Dealers will be mailed, free, upon request, also our *red booklet*, illustrating the complete line of "*Blanchard*" Famous French Horns.

The Motor Car Equipment Company

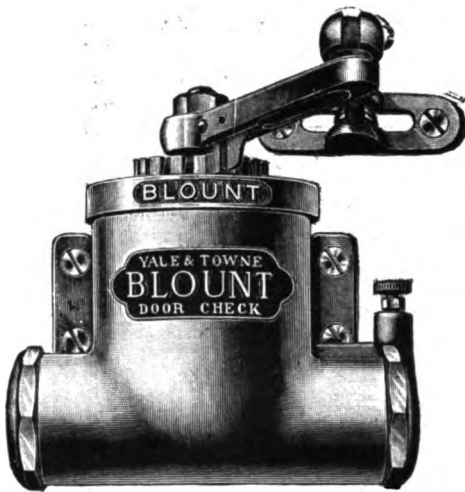
Manufacturers, Importers
and Distributors of

AUTOMOBILE ACCESSORIES

Main Offices and Warerooms:

55 Warren Street, NEW YORK

Talk with Printed Matter



It will reach the spot—and reach it often. That's advertising that cannot fail to pay. The best door check has "carefully prepared" printed matter. We supply it without cost; ask for what you want.

Here is the list:

- Folders.
- Story, "The Peacemakers."
- Seals.
- Envelopes.
- Display cards for store and window.
- Suggestions for window display.
- Electrotypes and other advertising helps.

Address Advertising Department

The Yale & Towne Mfg. Co.

9 Murray Street, New York

EVERYTHING FOR

AUTOMOBILE
Dealers and Owners.

Our Catalog No. 43

Fully illustrates everything of merit, quality, novelty or necessity, in wide variety for the Automobile or Owner.

BICYCLE
Dealers and Builders.

Bicycle Catalog No. 53

The most complete and carefully selected line of guaranteed Tires and Bicycles, and all standard up-to-date Supplies and Tools.

BED ROCK PRICES. PROMPT SHIPMENTS.

EXCELSIOR SUPPLY CO., CHICAGO, ILL.

ESTABLISHED 1876.

Swedish Nevertum Linemen's Tools

Made from Electro BO-RAS-IC steel.

The best that mechanical skill can produce.

FULLY WARRANTED

Can a Man Do Good Work with Poor Tools?

SWEDISH NEVERTUM are absolutely the BEST Electrical Tools on the Market



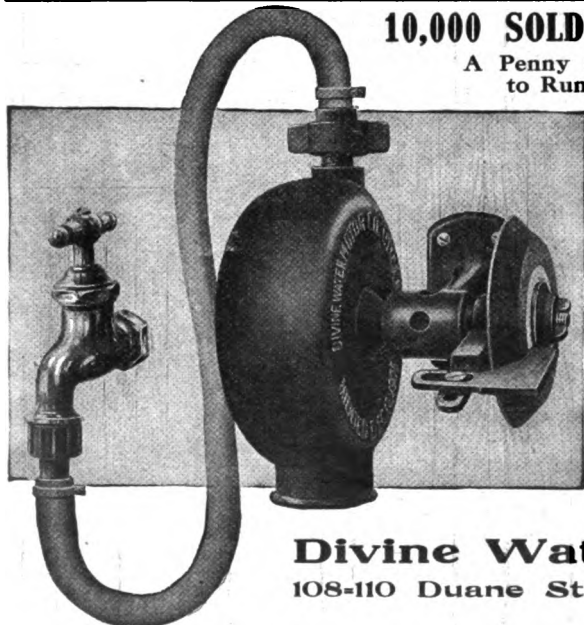
Ask your dealer or jobber for Swedish Nevertum Tools, or write for Green Book

SMITH & HEMENWAY CO., 108-110 Duane St., New York City

Manufacturers' Fine Electrical Tools

10,000 SOLD IN THREE MONTHS

A Penny a Day is All you Pay
to Run Our Water Motor.



Divine's Red Devil WATER MOTOR

Most useful article in the world. Will serve the Housewife, Mechanic, Farmer, Jeweler, Grocery Dealer, Hardware Dealer, Tradesman, Caterer, Butcher, Dentist and others.

Discount to the Dealers.

PRICE, complete, including faucet connection, emery buffing and pulley wheels, with polishing composition, etc. **\$5.00**

or \$3.50 and this ad.

Divine Water Motor Co.

108-110 Duane St., New York City

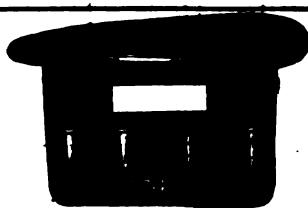
SAWYER'S AXE and HAMMER WEDGES

Made of Best Open-Air Malleable Iron

Do not accept Substitutes.

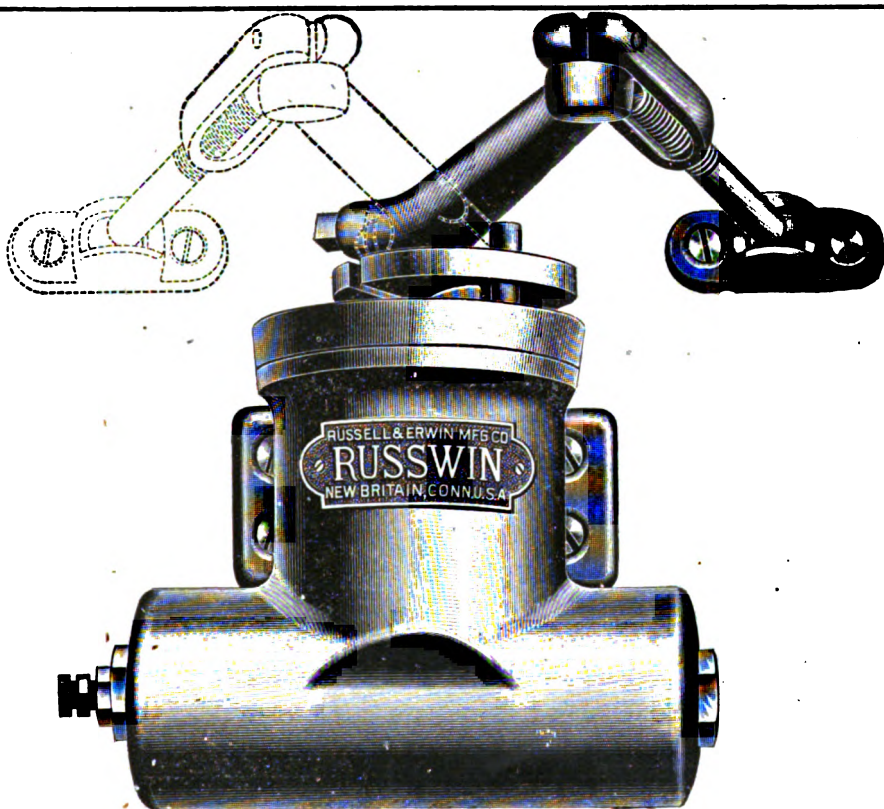
Send for Descriptive Circular.

SAWYER BELT HOOK CO., 108-110 Duane St., New York



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

THE RUSSWIN LIQUID DOOR CHECK



MAY BE APPLIED TO RIGHT OR LEFT HAND DOORS WITHOUT
REVERSING EITHER THE ARM OR SPRING.

The illustration shows the Russwin check as applied to a right-hand door. The dotted outline illustrates position when applied to a left-hand door. The labor of reversing and the possibility of error in reassembling the check are absolutely eliminated in the Russwin Liquid Door Check.

SELECTED MATERIALS SKILLFUL WORKMANSHIP
CAREFUL SUPERVISION

These are the Reasons for Russwin Superiority.

Advertising Literature upon request.

RUSSELL & ERWIN MANUFACTURING CO.

NEW YORK CHICAGO
SAN FRANCISCO

New Britain, Conn.

BALTIMORE LONDON
PHILADELPHIA

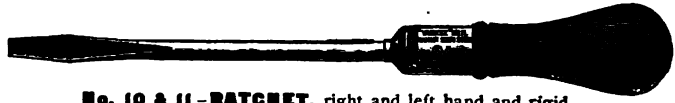
"YANKEE TOOLS"

ARE THE
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

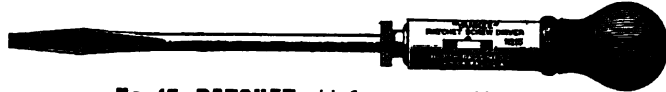
Sold by
**Leading
Jobbers**

HAVE YOU SEEN
The New
Spiral
Driver
No. 35?

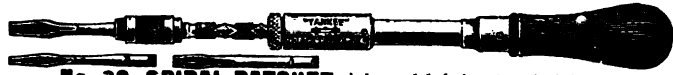
SEND FOR
"Yankee" Tool
Book
Illustrating
Full Line



No. 10 & 11—RATCHET, right and left hand and rigid.



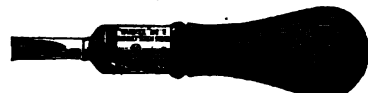
No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " (heavy pattern.)
No. 20— " " right hand only.



Chuck and 8 Drill Points,
for spiral ratchet
screw driver.



No. 12—RATCHET, with stub blade.



Countersink,
for spiral ratchet
screw driver.



No. 60—POCKET
SCREW DRIVER.



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



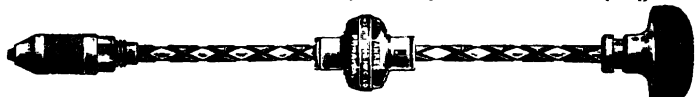
No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

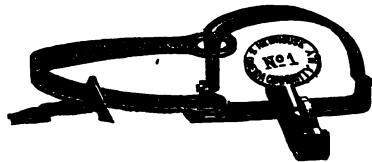
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

RETAIL HARDWARE MEN TAKE NOTICE

*This Ad is being published in all
the leading country and weekly
papers in the United States : :*

**Are You
Getting
Your
Share
of the
Returns
?**

ONEIDA COMMUNITY TRAPS



The **NEWHOUSE** TRAP is the best in the world. It is a perfect machine. Hand-fitted! Thoroughly inspected and tested!

The **VICTOR** TRAP is the only reliable low-priced trap. Don't buy cheap imitations. Be sure the Trap Pan reads as follows:



ASK ANY TRAPPER

**Order
Your
Traps at
Once to
Insure
Prompt
Delivery**

MANUFACTURED BY

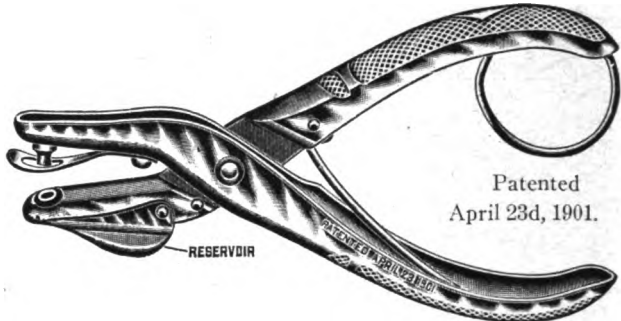
ONEIDA COMMUNITY, LTD.

Branch
Dept. I NIAGARA FALLS, ONT., CAN.

ONEIDA, N. Y.

Trump Reservoir Ticket Punch

Assorted
Dies
or all
Round as
desired.



Patented
April 23d, 1901.

Reservoir collects all piercings and prevents them from littering up floor or carpet
Full Nickel Plated and Highly Polished.

No. 1489 KEYHOLE SAW.



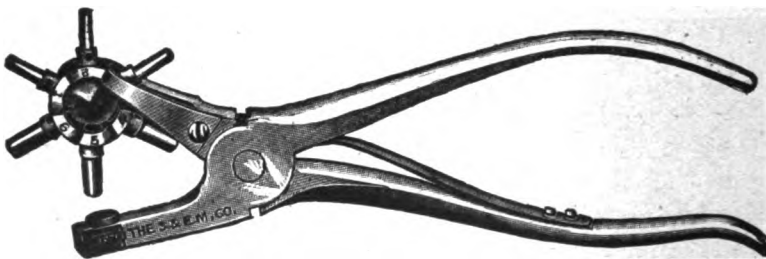
Catalogue and Prices on Application.

The Bridgeport Hardware Manufacturing Co.

Branch Office and Sample Room,
J. C. McCarty & Co., 10 Warren St., N. Y.

BRIDGEPORT, CONN.

Revolving Belt Pnnches



TUBES FOR REVOLVING PUNCHES



Write for Catalogue of **HARDWARE SPECIALTIES**

THE SMITH & EGGE MFG. CO.
BRIDGEPORT, CONN.

THE "LIGHTNING" BREAD KNIFE

Quick in action, as its name implies.

Edge is serrated on **both sides**, and is different **from any other**.

RETAILERS:—

Order "**Lightning**" Brand from your jobber. Be up to date. **Sells at a popular price.** Handsome embossed metal show card in colors sent free for your business card and jobber's name.

JOBBERS:—

This knife is a "go." Carry a stock and secure the Bread Knife orders. Quality is high, finish fine, and **price and profit right.** Sample and price to jobbers not handling it sent upon request.

Made by

CLARK & PARSONS CO.

WIEBUSCH & HILGER, Ltd.

SOLE AGENTS

9 to 15 Murray Street, NEW YORK

Pacific Coast Offices:

318 Market St., San Francisco, Cal., and 512 McKay Bldg., Portland, Ore.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE



**IF YOU
LIKE IT,
TELL US,**

**And We Will
Send You One.**

This represents a Metal Hanging Sign suitable for a window. It is $5\frac{1}{2}$ by $9\frac{1}{2}$ inches and is embossed as shown. The lower edge has two chains, one ending in a loop, and the other in a hook. By this means a Saw Set can be taken from stock and hung on the sign, thus displaying the tool itself.

The TAINTOR POSITIVE SAW SET

should be in every Hardware Store. Give your customers a chance to get the best tools.
Selling Agents

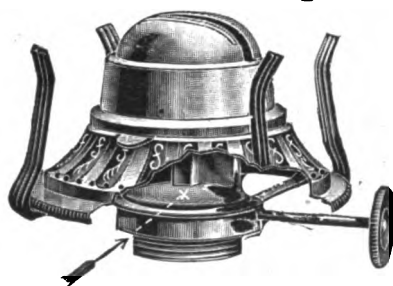
JOHN H. GRAHAM & CO.,

**113 CHAMBERS ST.
NEW YORK**

118 to 122 Holborn, London, E. C., England. 11 Front St., San Francisco. Copenhagen (Freeport).

AVOID FIRE !

If You Want Good Lamp-Burners, Buy



THE BANNER
ALL BRASS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw-part open, so that dust, dead insects, or charred portions of wick may collect, and, becoming saturated with oil, are liable to catch fire. **Ours Don't.**

Send for our Catalogue of Burners and Lamps

THE PLUME & ATWOOD MFG. CO.

Factory: WATERBURY, CONN.

29 Murray St., NEW YORK

199 Lake St., CHICAGO

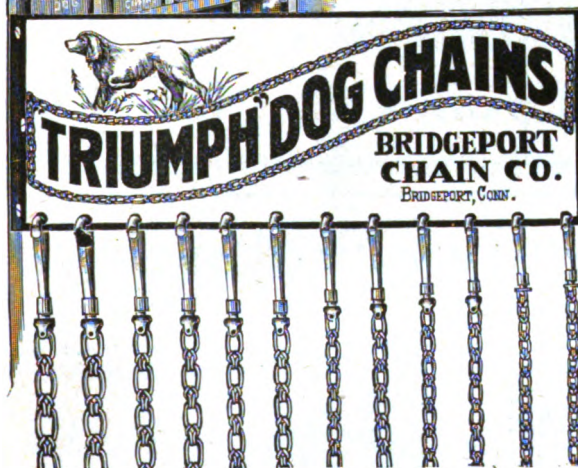
CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

MR. RETAILER

**This Beautiful Display Rack
Free and Prepaid**



YOU CAN DISPLAY your
Dog Specialties without
fear of rust if you specify
"Triumph."



Triumph Kennel
Chains and Dog
Leads in "A-R"
(anti-rust) finish
only.

The above display rack or holder
will be sent you in
exchange for your
business card and
name of your job-
ber.

**THESE HOLDERS MAKE SALES
Better Send Now**

FURNISHED ONLY BY

Bridgeport Chain Co.

BRIDGEPORT, CONN., Makers

WIEBUSCH & HILGER, Ltd.,

NEW YORK, N. Y.

DISTRIBUTORS

CHAMPION SCREW DRIVERS

Every Blade Tested to Split a Screw Head



Avoid imitations of Champion Screw Drivers.
None genuine without the name "Champion,"
which is our trade-mark and guarantee.

MANUFACTURED BY

Tower & Lyon Co., New York

Union Hardware Company

TORRINGTON, CONN., U. S. A.

New York Office, 95 Chambers Street, in charge of TOWER & LYON CO.

Roller Skates

We make all styles. Rink
or Extension. Plain or Ball
Bearing. Men and Women's



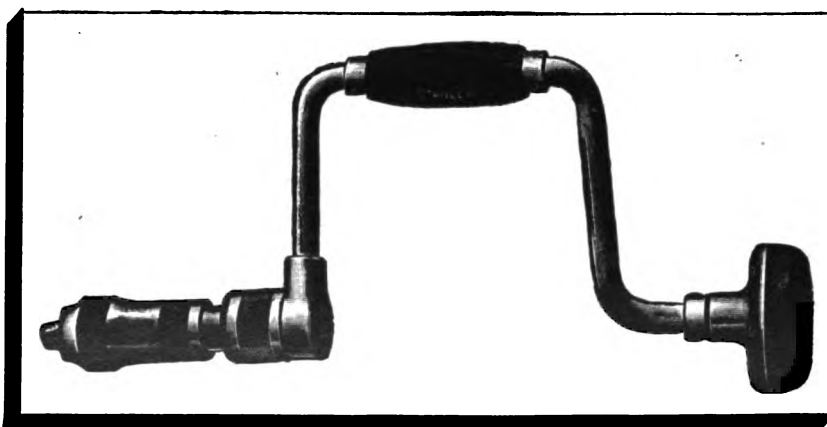
**No. 15 Men's
Ball Bearing
Rink Skate.
Hemacite or
Steel Rolls.**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

SOLD BY ALL HARDWARE DEALERS

Improved Carpenters' Tools

Of the better class of Bit Braces the line shown in our Catalogue No. 81 is the most Complete.



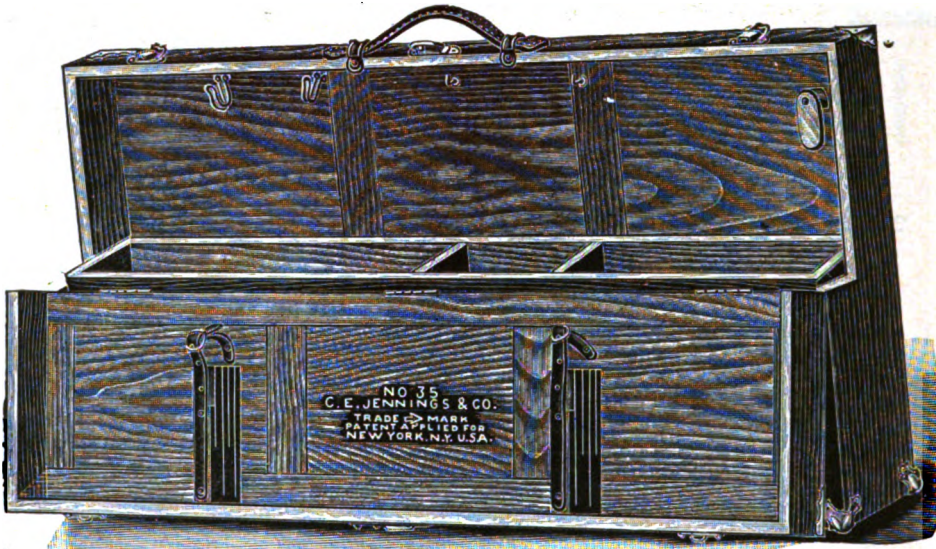
Stanley Concealed Ratchet Brace

No projections—complete protection for the
Working Mechanism.

Stanley Rule, & Level Co.
New Britain, Conn., U. S. A.

NEW YORK OFFICE AND EXPORT DEPARTMENT
107 CHAMBERS STREET, NEW YORK

Carpenters' Tool Case, No. 35



For particulars write to **C. E. JENNINGS & CO., 42 Murray St., New York**

THIS IS IT BLUE BODY WITH YELLOW JACKET

The Only BLUE SQUARE with yellow graduations

For Particulars write

SOUTHINGTON CUTLERY CO.,

42 Murray Street, NEW YORK

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The reason

Samson Spot Cord

is called for so often is because the experience of years has proved it to be worth many times its slightly extra cost.

You can sell it at a fair profit and at the same time satisfy your customer so that he will come again.



SAMSON CORDAGE WORKS
Boston, Mass.

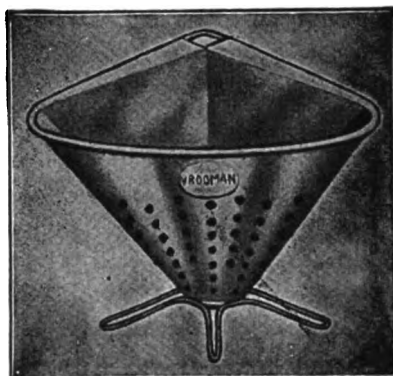


VROOMAN'S PEERLESS PATENT SANITARY SINK STRAINERS

Are now made and distributed by
THE ANDREWS WIRE AND IRON WORKS
ROCKFORD, ILL.

Send your orders direct to them for either **PLAIN TIN, JAPANNED TIN or VITREOUS ENAMELED.**

**KEEPS
SINK
CLEAN**



**Utility
Quality
Durability
Adaptability**

NEAT AND VERY ATTRACTIVE
CAN BE USED IN ANY SINK WITH STAND



Its Utility and Superiority are Well Known
We are also makers of a large line of wire goods.

Wire Baskets

For every purpose where free circulation of air is needed

Half Bushel Basket, No. 95-1.



Made of one inch mesh cloth (all one piece). No. 14 Wire. Frame work and drop bail handle. No. 6 Wire ($\frac{7}{16}$ inch). The Whole Basket Galvanized after it is made, thus uniting all the wires.

Bushel Basket, No. 95-2.



Made of one inch mesh cloth (all one piece). No. 18 Wire. Top Ring No. 4 Wire ($\frac{1}{4}$ inch). Bottom ring and Frame Wire No. 6. As shown in illustration this basket is supplied with two side drop handles, fitted with bail roll handles. Galvanized after making.

ANDREWS WIRE AND IRON WORKS
FACTORY STREET **ROCKFORD, ILL.**

USE THE WIRES

YOU'RE SURE of this year's conditions. Make all the holiday profit you possibly can in this exceptionally prosperous year.

To do that, of course, you must have all the holiday goods you can possibly sell—and have them in your store, not on the road.

There is still time to place **with us** your first order, or your re-orders, if you will but **use the wires**.

First, **wire** for our December Catalogue. Then, as explained in that book, **wire** your order for an Expert Assortment to any total amount—the sure way to get **from us** the goods you want, even at the eleventh hour.

In view of this year's holiday possibilities, and knowing our leadership in holiday goods and our policy of carrying none of them over—do you need urging to make sure you see our December Catalogue?

No matter how much or how little you may have done for that purpose thus far—move immediately, **by wire**, to make every last possible cent of **this year's** holiday profit.

Wire NOW for the December Catalogue, No. K 593.

Butler Brethers

WHOLESALEERS OF GENERAL MERCHANDISE

New York Chicago St. Louis And Minneapolis
early in 1907

Sample Houses: BALTIMORE—DALLAS—ST. PAUL

Prize and Premium Offer

BY

PIKE MANUFACTURING CO.

PIKE, N. H.

For years we have realized that but a small percentage of sharpening stones have been sold to the consuming public that could be disposed of through a proper display and sales medium. Pike's Selling Assortments were the outcome of our endeavor to remedy this condition. Retail merchants handling the cabinets report largely increased sales:—this success warrants a greater distribution of the Selling Assortments.

In our prize and premium offer we have two distinct ideas in mind: First, the larger distribution of the Selling Assortments and the sharpening stone line in general by the jobbers among retail merchants; Second, the display feature of the assortments in connection with other sharpening stones to increase the sales of the retail merchants to the consuming public, by calling attention to their requirements.

We are not endeavoring to introduce a line of untried merit, but rather to spread the name and fame of a product, the reputation of which has been established through the unremitting efforts of nearly a century; a reputation that will not be jeopardized by lending itself to goods of inferior merit. Not one family in a hundred have anything in the sharpening stone line, and not one mechanic in fifty has as many stones as he requires. All that is required is intelligent effort to bring this fact to the minds of the prospective purchasers.

TO THE WHOLESALE HARDWARE SALESMAN MAKING THE LARGEST SALES OF OUR PRODUCT FOR ONE YEAR

First Prize,	- - - - -	\$1000.00	Third Prize,	- - - - -	\$250.00
Second Prize,	- - - - -	500.00	10 Prizes of	- - - - -	100.00 each

To all others who enter the contest 5 per cent. on their sales of our goods for one year.

Contest opens January 1st, 1907, and continues for one year. Entry list now open. Send us your name and address, and the house you travel for. We will supply you with one of our new catalogs and other necessary literature to aid you in a more intelligent understanding of sharpening stones. You will keep a quarterly list of your sales on a proper blank that we will furnish you. This list is to be verified by your house and sent in April 1st, July 1st, October 1st, 1907, and January 1st, 1908. Immediately after these quarterly reports are received we will issue a bulletin giving the standing of the contestants. To all contestants we will give a handsome souvenir, as a nest egg for further prizes and premiums.

In case of tie for any prize to the traveling salesman, the prize money given will be divided among those creating the tie.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

TO THE RETAIL HARDWARE MERCHANTS. PRIZE AND PREMIUM OFFER FOR DISPLAY OF SHARPENING STONES

First Prize,	\$100.00	Third Prize,	\$25.00
Second Prize,	50.00	10 Prizes of	10.00 each

In addition to these prizes we will offer the following premiums:

NO. 1 CHOICE One of our No. 2844 combination razor hones in silver case with chamois lined compartment for razor in the cover, the hone in the case being a 7-in. Extra Choice Selected Belgian. One of our No. 2843 silver cases containing razor hone but without compartment in cover for razors.

NO. 2 CHOICE One of our No. 2845 natural stone carving knife hones or steel with handsome silver handle. One of our No. 2842 handsome silver boxes containing Arkansas stone about $3\frac{1}{2} \times 1$.

NO. 3 CHOICE One of our No. 2832 which is a handled silver box containing an Arkansas stone about 2 in. long by 1 in. wide; a beautiful and unique present for a gentleman's desk or lady's manicure set. One of our No. 2833 which is similar to No. 2832 but without handle; has, however, an ornamental silver dog on the cover.

No. 4 One of our silver souvenirs.

First Prize will be awarded the dealer making the best and most comprehensive display of our goods in his show window.

Second Prize will be awarded the dealer making the second best display.

Third Prize will be awarded the dealer making the third best display.

The next ten prizes of ten dollars each will be awarded the ten dealers making the ten next best displays.

Premium One will be awarded the twenty-five dealers making the twenty-five next best displays.

Premium Two will be awarded the twenty-five dealers making the twenty-five next best displays.

Premium Three will be awarded the twenty-five dealers making the twenty-five next best displays.

Premium Four will be awarded all other contestants winning neither prizes nor premiums.

Displays are to be of at least two weeks' duration in order to compete for prizes and premiums. It is suggested in order that the benefit of their exhibits may be enhanced that the contestants advertise in local papers.

We will allow each contestant one dollar to cover the cost of a photograph of the exhibit. These photographs are to be not smaller than 7" x 5" and will be the basis for the award of the prizes and premiums. Where desired we will be glad to furnish copy for local advertising. Advertising done by the contestants will not be considered in the award.

A committee of disinterested persons will be chosen to award the prizes.

The Pike Selling Assortments in themselves offer an attractive method of displaying sharpening stones. They offer a splendid method of increasing sales, and they enable the dealer to carry in stock a complete assortment of sharpening stones commonly called for, with but a small investment.

With these as a nucleus, and such items of our regular stock as may be on hand, together with any specialties found in our catalog that you feel especially adapted for your trade requirements, you will have a sufficient stock of sharpening stones to make an attractive display.

Aside from the prize and premium offer as a compensation, there is to be considered the increased sale and profit on stones.

Not only do we guarantee the quality of our goods to give satisfaction to the users, but any dealer at any time can return to us anything he has bought of us if in good condition and we will give him credit, and ship him other goods or pay cash, just exactly what we received for the goods.



Sausages made with the

ENTERPRISE SAUSAGE STUFFER

have no air inside the casing. For this reason they keep better.

The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

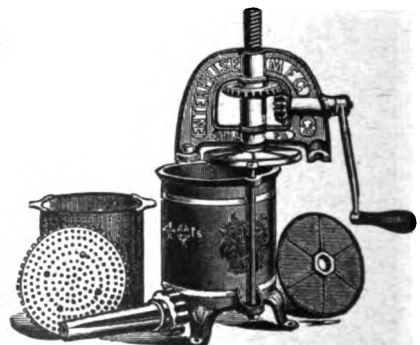
ENTERPRISE

Sausage Stuffer, Lard and Fruit Press

NOW is the time to push these goods for the Fall Trade.



Ask for Electros
for
Advertising,
and
Advertising
Printed Matter



The Enterprise Manufacturing Co. of Pa.

New York Branch,
10 Warren St.

Philadelphia, U. S. A.

San Francisco Branch,
318 Market St.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

"UNIVERSAL" HOUSEHOLD SPECIALTIES

A Necessity in Every Household



"Universal" Food Chopper

A turn of the handle and it cuts easily and rapidly all kinds of meat, fish, vegetables, fruit, cheese, bread—all material for soups, hash, sausages, salads, pies and sandwiches.

Is self-cleaning, because there are no holes or narrow openings to become clogged.

Crackers run through the machine cleans it thoroughly.

The hopper is so large that whatever is being chopped readily finds its way to the seven cutting teeth inside the barrel.

No strength wasted in squeezing or mashing. It cuts.

Whatever is being chopped lubricates where friction occurs.

Self-sharpening. Parts so constructed that any wear tends to keep them always keen.

Three cutters for chopping fine, coarse or medium, and nut butter grinder.

All parts tinned, guaranteed and interchangeable.

The moment the housekeeper realizes their economical advantages—their every day usefulness, the time they save, the work they do, the value they give—you have made a sale.



"Universal" Bread Maker

The pail is made of heavy tin, with a kneading rod connecting with the handle. It is a mixer, kneader and raiser combined.

The hands do not touch the dough.

Put in all the liquids, then all the flour, turn the handle three minutes and set away to rise.

The kneading rod combines the yeast, liquids and flour more thoroughly than can be done by hand, making the bread more nutritious and digestible. Saves half an hour of tedious, tiresome, mussy labor. No dough board to clean, no dirt, no germs, no flour all over the kitchen. Simply an easier, cleaner and quicker way of making bread.

No. 4 has a capacity from two to six loaves; price, \$3.00. No. 8, four to ten loaves; price, \$2.50.



"Universal" Coffee Percolator

Makes better coffee because it does not require boiling water. All other percolators do. It is boiling water that causes the bitterness, destroys the flavor, and brings out the unwholesome properties of the coffee bean.

In less than one minute after heat is applied the automatic valve at the base of the tube forces the water—luke warm, not boiling—up the tube onto the coffee in the filter cup, percolating through into the pot beneath.

It is by this method of constantly forcing the water through the coffee, while it gradually increases in temperature, that only the wholesome and nourishing elements of the coffee bean are extracted.

By the time the boiling point is reached the coffee is ready to serve—rich in strength and aroma for they have not been lost in steam—free from bitterness, for it has not been boiled.

Made of pure aluminum, four sizes, \$3.50 up. "Elite" enamel ware, colors light blue and sage green, \$2.50 up.

We help you sell the "Universals"

Send a postal to-day for the three electrotyped advertisements shown herewith. Simply supply your business address—turn them over to your newspaper and get the benefit of our extensive advertising to millions of housekeepers.

Every inquiry from your locality is referred to you and we depend upon you to make the sale.

To further assist you, we supply booklets, mailing slips, circulars—with your own imprint—and hangers for window display, free of charge.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

OLDEST

ESTABLISHED 1838

LARGEST

THE FRANK MILLER CO.

Manufacturers of the Preparations for Use on Harness Known as

"The Standard of the World"

Highest Awards, Centennial, 1876
Highest Awards, World's Fair, 1893



Harness Dressing

HARNESS OIL.

Preserves and softens the leather, consequently adds life. Compounded with pure neatsfoot oil.

The very best article of its kind. Unequaled for use by both manufacturer and owner of harness.

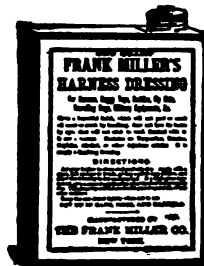
I. X. L. HARNESS OIL.

Second in quality only to our Frank Miller Harness Oil. Superior to all others.



Carriage Top Dressing.

Gives an elastic, durable water-proof gloss and is positively safe to use on finest stock.



EDGE, COLLAR AND HARNESS INKS



HARNESS SOAP.

Unrivalled for cleaning and softening the leather, absolutely pure.

Our preparations are uniform in quality and the quality the best.



AXLE OIL.

Superior to Castor Oil; lasts longer and will not gum.



The Frank Miller Co.

OFFICE AND FACTORY

349 and 351 West 26th St., NEW YORK, U. S. A. Tower Chambers, Moorgate, LONDON, E. C.

EUROPEAN OFFICE

Send for Price List and Catalogue.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Is Uncle Obediah sitting in your window holding a real "Prisco" Lantern? Think of it—5 feet high—life size—holding an actual lantern, and so life-like you have to look twice to make sure.

If you handle "Prisco's"—Let us send you one.

If you don't handle "Prisco's"—Why don't you?

You can make more money on them.

The Pritchard-Strong Co.

29 Circle Street : : : Rochester, N. Y.

Chicago Office, Republic Building

OLDEST

ESTABLISHED 1838

LARGEST

THE FRANK MILLER CO.

Manufacturers of the Preparations for Use on Harness Known as

"The Standard of the World"

Highest Awards, Centennial, 1876
Highest Awards, World's Fair, 1893



Harness Dressing

HARNESS OIL.

Preserves and softens the leather, consequently adds life. Compounded with pure neatsfoot oil.

The very best article of its kind. Unequaled for use by both manufacturer and owner of harness.

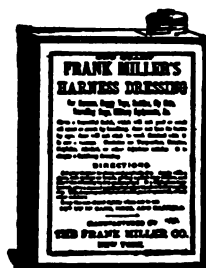
I. X. L. HARNESS OIL.

Second in quality only to our Frank Miller Harness Oil. Superior to all others.



Carriage Top Dressing.

Gives an elastic, durable water-proof gloss and is positively safe to use on finest stock.



EDGE, COLLAR AND HARNESS INKS



AXLE OIL

Superior to Castor Oil; lasts longer and will not gum.



HARNESS SOAP.

Unrivalled for cleaning and softening the leather, absolutely pure.



Our preparations are uniform in quality and the quality the best.



The Frank Miller Co.

OFFICE AND FACTORY

349 and 351 West 26th St., NEW YORK, U. S. A. Tower Chambers, Moorgate, LONDON, E. C.

EUROPEAN OFFICE

Send for Price List and Catalogue.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



Is Uncle Obediah sitting in your window holding a real "Prisco" Lantern? Think of it—5 feet high—life size—holding an actual lantern, and so life-like you have to look twice to make sure.

If you handle "Prisco's"—Let us send you one.

If you don't handle "Prisco's"—Why don't you?

You can make more money on them.

The Pritchard-Strong Co.

29 Circle Street : : : Rochester, N. Y.

Chicago Office, Republic Building

We Are the First!

Yes, we are the first of the manufacturers of Terne Plates to suggest and adopt the plan of stamping the amount of coating carried by our brands of Roofing Tin, and of stamping all wasters as such.

This is the "square deal" which all Jobbers, Architects, Roofers and Property Owners have needed for so long—and already the move has shown a good effect.

In future, don't merely specify American Ternes, American Extra, American Special, American Old Style A, 2A, 3A, 4A, 5A, MF, or U. S. Eagle New Method—but examine the boxes when they arrive and see that the contents indicate exactly what you purchased. If the sheet isn't stamped with the coating, look along the edge for the mark "Waster."

If you'll use these precautions you'll find Roofing Tin to be the most satisfactory roof covering you can use—but you can't expect an 8-lb. Terne to do the work of the old time or present day 30 to 40-lb. coated plates.

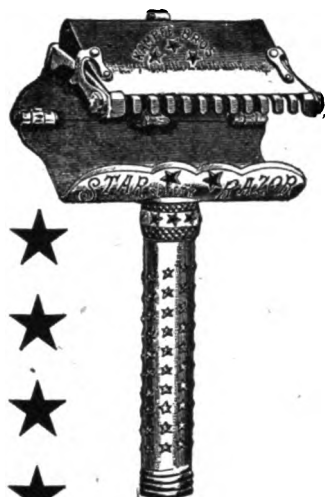
Send for our booklet "From Underfoot to Overhead" if you would know how a high grade Terne Plate is made, and use MF ROOFING TIN, "The Terne which turns the elements," if you want the best Roofing Tin that can be had.

AMERICAN SHEET & TIN PLATE COMPANY,

FRICK BUILDING,

PITTSBURGH, PA.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★
 ★ THE GENUINE KAMPFE ★



THE RAZOR

STAR
 Safety Razor

Price \$1.50



THE BLADE.



THE CASE.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★
 ★ THREE STARS FOR SHAVERS ★

Actual Length 5 1/2 inches

A Safe Razor for Corns

Shaving Razors are not made to cut corns. To so use them is awkward and dangerous. Here is a razor made purposely to cut corns properly and safely. Short blade with rounded end, rigid handle, and a safety guard that enables you to pare off the corn smoothly and evenly without possibility of digging or gashing either toes or your thumb. It's the Star Safety Corn Razor—made by the makers of the Star Safety Shaving Razor and equal to that famous razor in quality and efficiency. Finest razor steel, sharpened ready for use and enclosed in black leather case. Price \$1.00.

For sale by hardware dealers, druggists and at cutlery counters everywhere, or sent by mail, postpaid, if you will mail us a dollar bill. Do it to-day. Your dollar back if you want it. Illustrated booklet free.

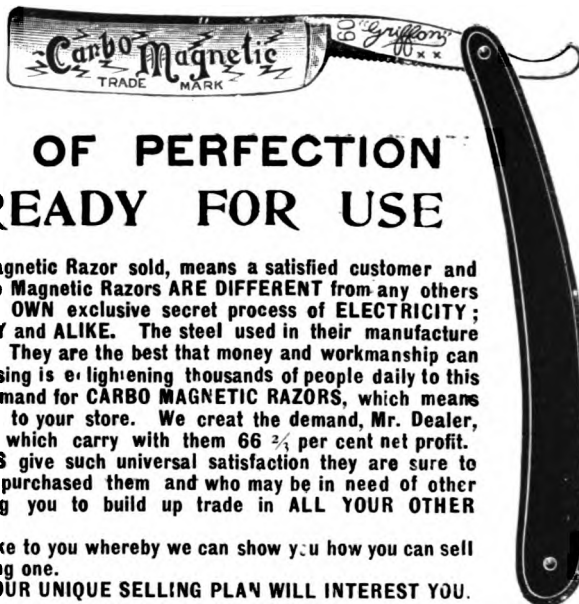
Kampfe Brothers
 Makers of the Famous
 Star Safety Shaving Razor
 12 Reade Street
 New York
 Established 1875

STAR SAFETY CORN RAZOR

Cuts the corn,
 not the toe.

NO HONING—NO GRINDING.

**6000 DEALERS
HANDLE IT.**



THE RAZOR OF PERFECTION ALWAYS READY FOR USE

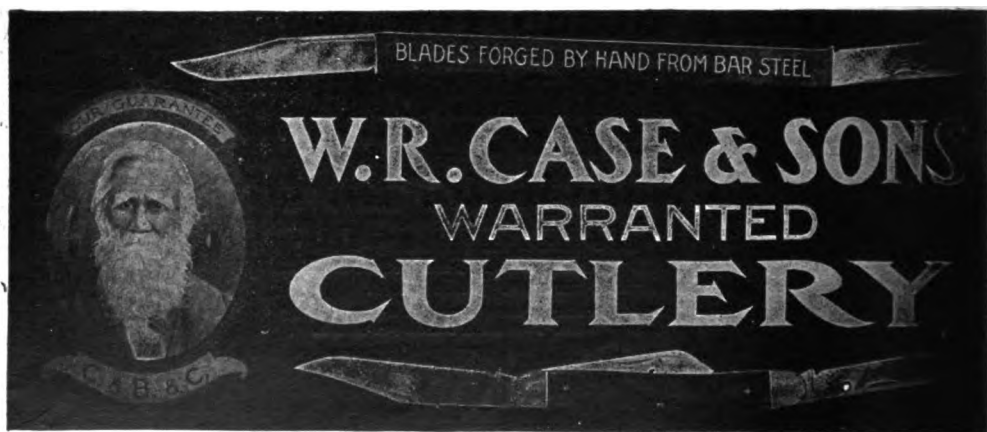
Mr. Dealer—Every Carbo Magnetic Razor sold, means a satisfied customer and One Dollar net profit to you. Carbo Magnetic Razors ARE DIFFERENT from any others made; they are tempered by OUR OWN exclusive secret process of ELECTRICITY; every razor being tempered EVENLY and ALIKE. The steel used in their manufacture is ENGLAND'S FINEST PRODUCT. They are the best that money and workmanship can produce and our extensive advertising is enlightening thousands of people daily to this fact, thereby creating a large demand for CARBO MAGNETIC RAZORS, which means the bringing of many new customers to your store. We create the demand, Mr. Dealer, for CARBO MAGNETIC RAZORS, which carry with them 66 $\frac{2}{3}$ per cent net profit.

CARBO MAGNETIC RAZORS give such universal satisfaction they are sure to bring back all parties who have purchased them and who may be in need of other articles you carry, thereby helping you to build up trade in ALL YOUR OTHER DEPARTMENTS.

We have a proposition to make to you whereby we can show you how you can sell five razors where you are now selling one.

Write to us for particulars. OUR UNIQUE SELLING PLAN WILL INTEREST YOU.

Firm of A. L. Silberstein, 453 Broadway New York, City.



WE WILL PREPAY any quantity of our POCKET KNIVES, BUTCHERS' KNIVES, SCISSORS, RAZORS, and RAZOR STROPS to any responsible dealer in the United States, and after 60 days' trial, if you do not find that they are superior to the line of cutlery you are carrying, you may return them to us at our expense.

**W. R. CASE & SONS,
Bradford, Pa.**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

"MONEY TALKS"

(No. 2)

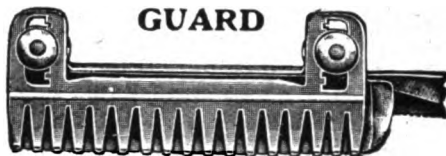
**"DOLLARS FOR DEALERS"****ADVERTISED GOODS**

that means goods which are advertised to the users, are more salable than goods the user knows nothing about. Isn't that common sense?

KEEN KUTTER Tools and Cutlery have been on the market nearly 40 years, and we tell the people, **your customers**, about them every day in the year.

Now, if you sell a complete line of **KEEN KUTTER** Goods, don't you see that our advertising acts as a kind of a **salesman for you**, brings people into your store who will pay good prices for the goods (which are worth it)?

Isn't it a Good Business Proposition for You?

**THE SHAVEZY
GUARD**

May be adjusted to any blade.

Instantly changed from right to left.

Is the best and a Cheap Guard.

Get my prices, which are right.

L. T. WEISS, Sole Manufacturer
297 Taaffe Place, BROOKLYN, N. Y.

**'EVER-READY' SAFETY
RAZOR AND 12 Blades \$1.00****Bigger! Better!! Busier!!!
RUSH YOUR XMAS ORDERS**

Thousands of dollars have already been expended in magazine advertising to arouse world-wide buying. Thousands more will quicken the call over your counters and exhaust the supply on your shelves.

Just feature Ever-Ready Safety Razors in your establishment—shout the price—use counter space or a window corner.

Write to us for show cards, window tickets, booklets and advertising helps. **They're all free, upon request.**

We are contributing all the energy, selling force and expenditure that could possibly guarantee you quick sales, big profits and plenty of them.

With our proposition of the only safety razor in the world with twelve separate blades, selling for anywhere near one dollar, and the countless other advantages, surely warrants your fullest and vigorous co-operation.

AMERICAN SAFETY RAZOR CO. INC.

Offices, 299 BROADWAY, NEW YORK

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

S & S KNIVES
ALWAYS THE SAME



A PROFITABLE LINE AT YOUR COMMAND


S & S Knives are profitable because they *build up* your trade by satisfactory service to your customers.

Our special process of tempering produces a blade that is absolutely free from hard or soft spots—they are all sharp and will hold an edge.

Just drop us a line, saying you want this profitable line to work for you, and we will send a catalog or a sample order, just as you desire.

NATIONAL CUTLERY COMPANY, Detroit, U. S. A.

TRADE VILLAGE BLACKSMITH MARK



IN OUR NEW SHOPS AT WATERTOWN, WIS.
ON THE BANKS OF THE ROCK RIVER. WE HAVE
THINGS ARRANGED IN FINE SHAPE—AND ARE
TURNING OUT VILLAGE BLACKSMITH QUALITY
COLD CHISELS, PUNCHES, GRASS HOOKS—
CORN KNIVES & A LONG LINE OF
MECHANICS TOOLS.
SEND FOR OUR NEW BOOK

HAND MADE BUTCHER KNIVES AND TOOLS.

The Village Blacksmith Folks
WASHINGTON CUTLERY CO. - MIL.

UNION RAZOR CO.
TIDIOUTE, PA.



**ALL RAZORS
HAND FORGED
AND HAND
GROUND.**

For each razor of our full
HAMBURG Grinds that
does not prove Per-
fect WE will give
TWO new ones.
UNION RAZOR CO.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

Five Million Dollars

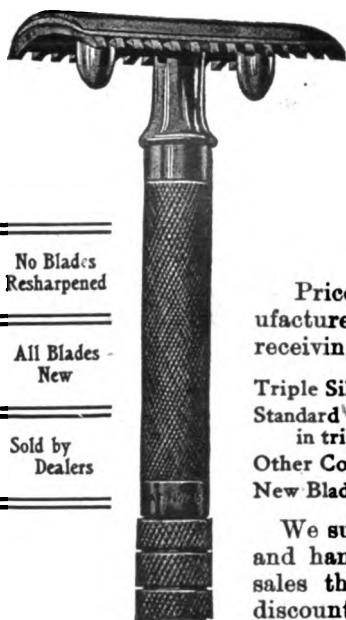
Paid Over the Retailer's Counter in 30 Months for the

Gillette Safety Razor

NO STROPPING NO HONING

One Million satisfied users of the Gillette Razor are satisfied customers of the live dealers who handle Gillette Razors and Blades. Don't you want to sell your share of the second million Gillettes?

Dealers everywhere report increasing sales. We are spending more money in advertising the Gillette than is spent by all other razor concerns combined. Our advertising creates the demand which dealers supply at good profit to themselves.



No Blades
Resharpended

All Blades -
New

Sold by
Dealers



Prices fixed and maintained by patentee and manufacturer prevent price-cutting and insure every dealer receiving full profit.

Triple Silver-Plated Set, with 12 blades (24 keen edges), \$5.00

Standard Combination Set, with shaving brush and soap,
in triple silver-plated holders, 7.50

Other Combination Sets in Silver and Gold.

New Blades, in packages of ten, .50

We supply our dealers liberally with signs, booklets and hangers, and lend all possible assistance to push sales through the dealer. Write for our uniform discounts.

Gillette Sales Company

244 Times Building,

NEW YORK

QUALITY
TELLS**THE ATLAS BRANDS**QUALITY
TELLS

No. 350.

Embody All the Essential Features Required in a Good Running Shear, with an Exceptionally Fine Cutting Edge.

Send for Catalogue No. 16

THE ATLAS SHEAR CO.

CAST-SHEARS SCISSORS TINNERS' SNIPS
BRIDGEPORT, CONN., U. S. A.



Going to make a change in your line of cutlery next year?

Found that there's a difference in Cutlery,—some Pocket Knives have blades that wont stay sharp two weeks after they're sold?

Why not give up the unknown, unreliable lines,—why not investigate UN-X-LD Cutlery,—the Cutlery with blades that stay sharp?

We have an interesting Proposition to make to you.

We want you to see our line, with your own eyes.

Send your name and address,—and one of our representatives will call on you, and explain in detail what we have to offer.

This commits you to nothing, and places you under no obligations.

Send Your Name and Address

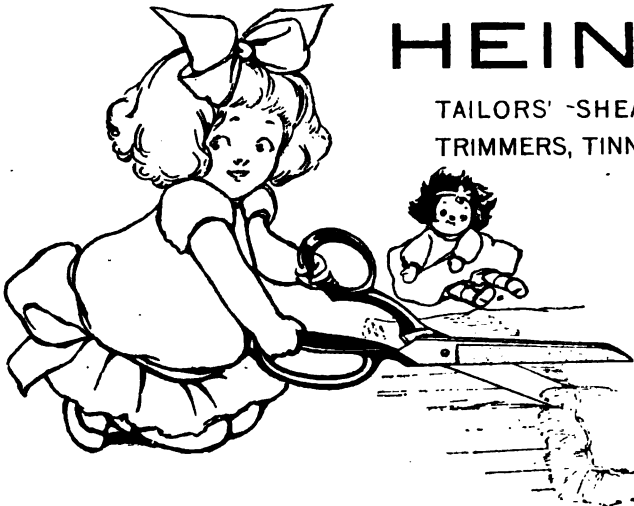
**NORTHFIELD KNIFE COMPANY**

NORTHFIELD, CONN.

The large and increasing demand for

HEINISCH

TAILORS' -SHEARS, SCISSORS,
TRIMMERS, TINNERS' SNIPS, ETC.



From every quarter of the globe, including Sheffield, the old home of cutlery, justifies the claim

**"BEST IN THE
WORLD."**

R. HEINISCH'S SONS CO.

NEWARK, - - - N. J., U. S. A.

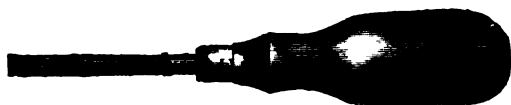
NEW YORK OFFICE AND SALESROOM, 155 CHAMBERS STREET

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

C. J. KIMBALL COMPANY

BENNINGTON, N. H.

Manufacturers of



Butcher Knives,
Shoe Knives,
Kitchen Knives,
Putty Knives,

Paper Hanger Knives, Factory Knives, Cigar Knives,
Screw Drivers, Drawing Knives, Etc.

Send for Catalogue



Forschner's XXXX
Brand

Butcher Knives

Made of Special
Damascus Steel, care-
fully tempered and
ground, combined
with best workman-
ship. *Superior to all
others.* Each blade
warranted.

Write for Catalogue

Chas. Forschner & Sons

206 East 19th Street
NEW YORK, U. S. A.



Just show a "Perfecto" with its finely tanned
and satin finished strop of superior sharpening quali-
ties and you will find it the quickest seller on the
market. Strop automatically returns to its case
when not in use. Case of polished wood and
enameled steel.

If You Are Looking For Quick Profits, send for
our Catalogue and Prices.

The Perfecto Mfg. Company
TOWANDA, PA.

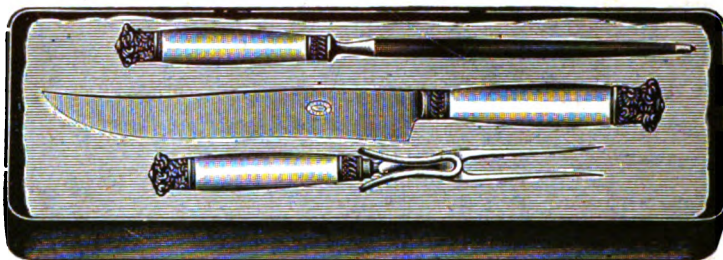
"ANCHOR" BRAND CARVERS

MANUFACTURED BY

LAMSON & GOODNOW MFG. CO. ESTABLISHED 1837

THE NAME THE GUARANTEE OF QUALITY

Sold by the Leading Jobbers of the United States

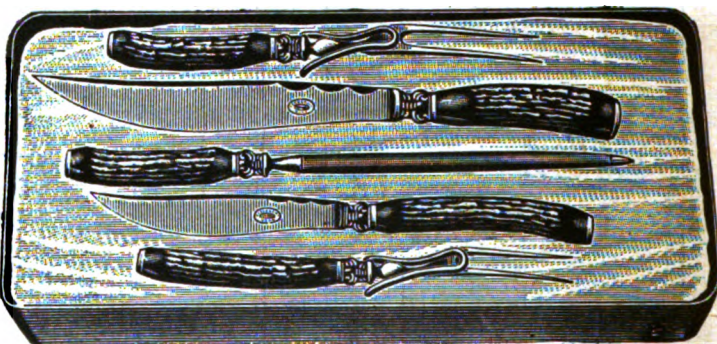


**250
Patterns
to
Select
From**

**Plain and
Mounted Handles**

No. 8047 Grain Celluloid Sterling Silver Mountings

WITH
STAG
BONE
WALRUS
IVORY
CELLULOID
IVORIDE
COCOBOLO
and EBONY
HANDLES



No. 0102. Five Piece Set Genuine Stag Handles

**Carvers
that Sell
Do not Delay
Look Us Up To-Day**

**The Line that Gives
Perfect Satisfaction
to Your
Customer**

Factory
**SHELBURNE FALLS
MASS.**

New York Office
OAKMAN BROS. CO.
45 MURRAY STREET

WRITE FOR CATALOG

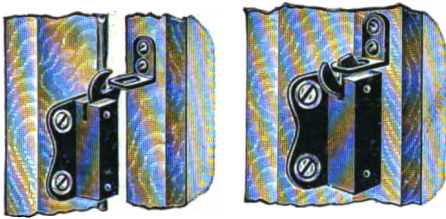
CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Watrous Storm Sash and Screen Hardware

A Quick-Selling Line Bearing a Good Profit to the Dealer

Sells in Hot or Cold Weather

No. 5. Watrous Automatic Door Catch



For storm doors, screen doors, office gates, cupboard doors, etc.

Holds the door tight shut, and prevents **standing ajar** or sagging open at the top.

It does not show from the outside.

No diagram is needed with it, **any one can see at a glance** how to put it on.

A light trip and a strong hold.

The neatest, best looking and **cheapest door catch** on the market.

No. 3. Watrous Screen Window Catch

For screens, storm sash, casement windows, cupboard doors, etc.



Makes a cheap and good storm sash fastener where it is not desired to prop the window open, or where the window does not have to be opened during the winter, four of them make a complete storm sash set.



Works inside the blind stop space and does not interfere with the working of the window.

The action is eccentric, and when fastened sash can not be moved in any direction.

No. 4. Watrous Japanned Steel Door Buttons



Twice the strength and half the weight of cast iron.

Cost no more.

Take a finer finish.

Every one perfect.

No. 10. Watrous Cupboard Catch

Never fails to latch.

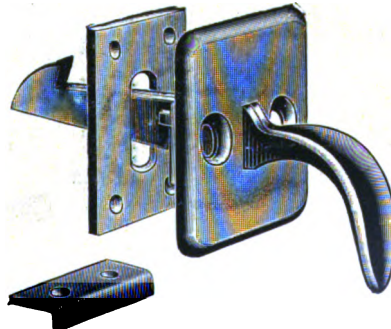
Opens at a touch.

Cannot be broken by slamming the door.

Strong, neat and ornamental.

A joy to the housewife.

Old copper, nickel plate, dull brass or dead black finishes.



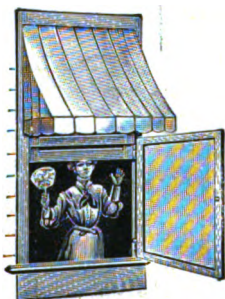
Ask Your Jobber

E. L. Watrous Mfg. Co., Des Moines, Iowa

Watrous Storm Sash and Screen Hardware

The Very Latest With Every Improvement
Salable All the Year Round

No. 17. Combination Storm Sash Hanger and Screen Hinge



All carpenters want it.
Put on in half the time needed for any other.
Only four screws to set instead of twelve.
Simple and extra strong.
Easy to locate.
A gauge on every pair makes mistakes impossible.
Points set in with a hammer, leaving both hands free to set in screws.
The points afford a much stiffer and more rigid grip on the wood than screws.
No loose joints, they don't let the hinge give and work loose.
Tested for strength up to 300 pounds.



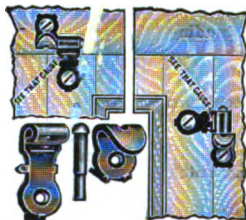
This is the only way to hang a screen.

You can't drive out flies with a top hung screen, for a fly won't go down.

A screen that can be unlatched and swung out puts the flies outside the house in one motion.

Windows easily washed.

Awning cords accessible.



It will hang either a full sized sash or screen or a half screen.

It is the only hanger that will do this.

Either side works either way.

Every part Japanned, even the screws.

No rusty streaks down the casing.

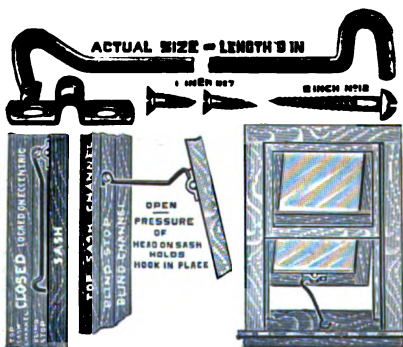
No. 2. Storm Sash Fastener

Locks on eccentric, draws sash tight and holds it fast.

When sash is opened for ventilation the rod slides out over the screw and locks automatically at the end.

No danger of sash being blown off in hands of children or careless servants.

Simple and easy to put on.



It cannot rattle.

Whether window is open or shut the fastener is on a tension which holds it tightly in place.

Extra strong and has no small delicate parts to break or get lost.

Can be used on either the side or bottom of the sash. No other can.

It is either right or left. On other side fasteners if either right or left is broken a new pair must be bought.

Ask Your Jobber

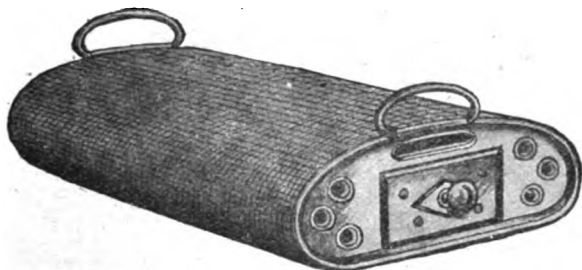
E. L. Watrous Mfg. Co., Des Moines, Iowa

TWO BIG LEADERS

FOR HARDWARE DEALERS

The demand is always increasing for

LEHMAN CARRIAGE HEATERS AND COAL



POSITIVELY THE BEST Money and Skilled Labor Can Produce

They are on the market over 20 years and are backed by our guarantee. They cost no more than inferior goods. Your customers want the "Lehman." They are the most extensively advertised, and known everywhere as the STANDARD.

Better order your supply to-day. The sale of Lehman Heaters and Coal always makes satisfied customers.

350,000 LEHMAN HEATERS ARE IN USE. BEWARE OF IMITATIONS.

Send for our latest circular with prices. Be sure and mention Hardware Dealers' Magazine.

LEHMAN BROS., Mfrs., 101 Bond St., New York City

J. W. ERRINGER, General Western Sales Agent, 45 E. Congress St., Chicago, Ill.

TRADE MARK
"Bristol"

RODS THAT Catch Custom

ARE the widely **"Bristol"** themselves.

Steel Fishing Rods—so well known and advertised that they almost sell themselves. Anyway, each one sold sells others, and the dealer giving satisfaction is sure to get the tackle trade. The very liberal discount we allow enables dealers to retail the rods at low prices, yet leave good margin of profit.

As to the superior quality of the and furnish you with the strongest gument we give absolute guaran to defective material or poor workmanship for THREE YEARS after a rod leaves our factory. Remember, it pays to keep a full, assorted stock. Is your name on our list? We can send you occasional advertising matter which will help make sales, and REFER inquiries to you.

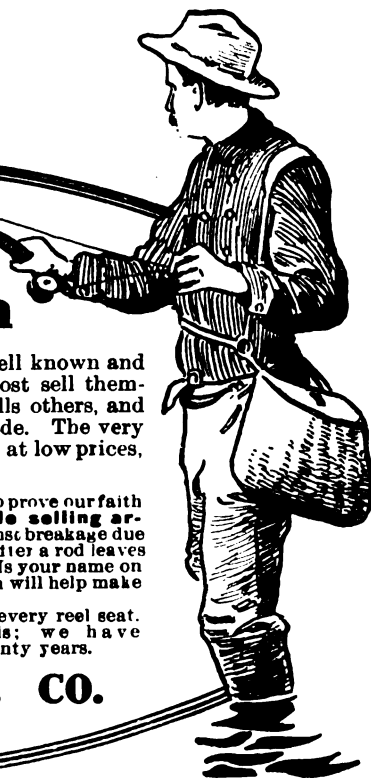
Look for our name and trade mark Ours are the ORIGINAL Steel Fishing been manufacturing them for nearly

"Bristol" Rods—to prove our faith possible selling ar- tee against breakage due

"Bristol" on every reel seat. Rods; we have twenty years.

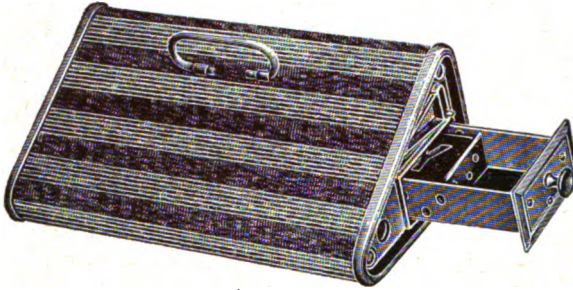
THE HORTON MFG. CO.

BRISTOL, CONNECTICUT, U. S. A.



PETTY CARRIAGE HEATERS and COAL

Stand for Satisfied Customers



**MATERIAL
THE BEST**

**PRICES
THE LOWEST**

The ORIGINAL HEATER with adjustable ventilators. All others are imitations. The only Heater that will not burn your lap robes. Handled by all leading jobbers. Free Catalogue on request.

THE PROGRESSIVE MFG. CO.
PANA, ILL.

GET THE TRADE

with a fast selling automobile appliance. The hardware dealer is in line for auto sundries. Get your jobber to furnish you with



"SOOT-PROOF"

PLUGS

It is the most economical and best selling plug on the market, because its life is practically unlimited. It cannot short-circuit. Price \$1.00. Send for trade discounts.

Address **C. A. MEZGER, Inc.,** Manufacturers, 203 W. 80th St., New York

National Sales Corporation, Factory Sales Managers, 296 Broadway, New York



"PERFECT" ICE CREEPER

Thoroughly Good

Made of Cold Rolled Steel Galvanized,

Spikes made of Hardened Steel.

Fastened to the shoe with Automatic Adjusting Web.

NO RUBBER OR ELASTIC

Positively best creeper made specially for slippery pavements. Put on in an instant, taken off in less time. Ask your jobber.

BLAIR HUSKING GLOVE COMPANY, Bucyrus, Ohio



TIN CASH AND BOND BOXES

Full Lines of Best Selling Goods

Letter Boxes and Boxes for Safe Deposit Vaults

Merriam Mfg. Co., - Durham, Conn.

Established 1851

Tin Boxes for all Office Uses

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

IT IS WORTH SOMETHING TO SATISFY YOUR CUSTOMERS COMPLETELY

Goods Returned with a Complaint are
NOT a Source of Satisfaction or Profit

STANDARD HEATERS do NOT Come Back to You Wrapped Up
With a "KICK"

Our advertising to the consumer
is bringing in hosts of inquiries

THESE INQUIRIES ARE REFERRED
TO YOU IF YOU HANDLE

STANDARD HEATERS

We do not sell the Catalog houses
—Neither do we conduct a Cat-
alog house business ourselves.

We want YOU to sell the goods

THE STANDARD STAMPING CO.

MARYSVILLE, OHIO



Have You One of These Display Racks?
It Costs You Nothing

BETTER and CHEAPER Coal for CARRIAGE HEATERS

ONLY ONE GRADE—THE BEST

Standard Size Carbons
for use in

CLARK,

Petty, Standard & Leh-
man Heaters

BRAND ALLEN 52c. doz. (12 bricks to box, 24 boxes to case) **BRAND BURNRIGHT 42c. doz.** (standard length and thickness) 2 in. wide, packed same as Allen

More Allen coal used in New York than any other Brand.

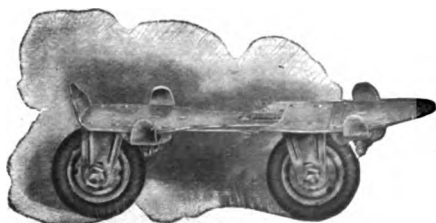
References—Every large Livery in New York.

ALLEN HEATERS the best and cheapest, \$1.50 and \$1.75

THE ALLEN COAL COMPANY, 36 Great Jones Street, NEW YORK

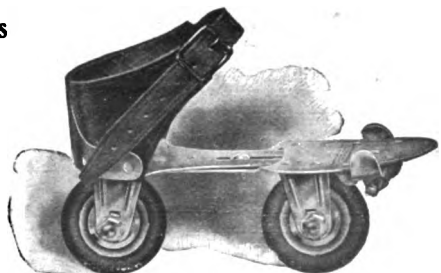
BUFFALO MODEL—EXTENSION CYCLE SKATES

Nickel-Plated—Ball Bearing—Rubber Tires



Particularly
Adapted
for
Outdoor
Use

Send for
Catalogue
with special
discounts.



THE CYCLE SKATE AND SPORTING GOODS CO., 37 Park Street, New York

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

THE FOUNDATION OF SUCCESS

IN THE RINK BUSINESS IS AN EQUIPMENT OF THE RICHARDSON CUSHION FRAME, ANTI-JAR BALL-BEARING ROLLER SKATES, used in all of the largest and most successful rinks, and by all of the most prominent professional skaters in America. We have held all World's Records since 1885.

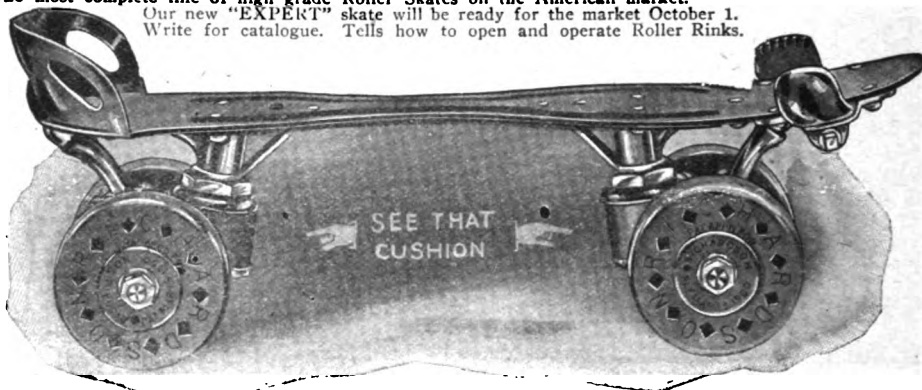
We have originated every essential feature in connection with the manufacture of roller skates during the past Twenty Years.

We do not manufacture sidewalk skates and recommend them for rink use.

The most complete line of high grade Roller Skates on the American market.

Our new "EXPERT" skate will be ready for the market October 1.

Write for catalogue. Tells how to open and operate Roller Rinks.



RICHARDSON BALL-BEARING SKATE CO. 501 Wells St., Chicago

1907 CATALOGUE NOW READY

Giving useful information on Rules of
Racing and Hockey, Track-
Laying, Records, etc.

NESTOR JOHNSON, Chicago, Ill.

636 & 638 N. California Av. near Division St.



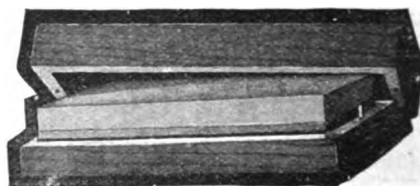
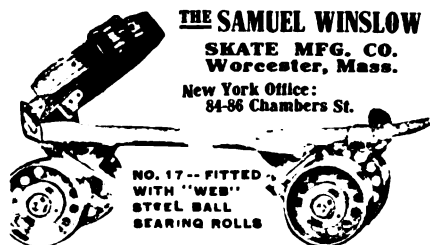
WINSLOW'S Skates

Our extensive fall advertising in the leading magazines will create a large demand for Winslow's Skates. Dealers will profit by carrying a full line.

THE WINSLOW COLLEGE HOCKEY SKATE is a very popular seller—the very finest skate it is possible to make.

WINSLOW ROLLER SKATES are more popular than ever. Rink managers and those planning new rinks should write us.

Send for descriptive catalogue. All kinds of ice and roller skates.



CARBORUNDUM SPECIALTIES

Sell faster and give better satisfaction than any other sharpening stones on earth.

Give tools a keen razor edge, don't fill up or get gummy—last longer, yet do their work faster and better.

The Carborundum Display Case furnished free to dealers handling Carborundum Sharpening Stones.

*Write for details of our
Display Case Offer*

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

BARNEY & BERRY

OFFER THE TWO MARKET LEADERS

SAFETY EDGE HOCKEY



AND
CANADIAN HOCKEY

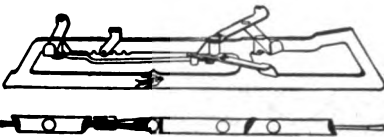


ALWAYS DEPENDABLE. BETTER STOCK THEM.
CATALOG WAITING YOUR REQUEST.

BARNEY & BERRY, Springfield, Mass.



FOLDING POCKET SKATES!



Metal placed only where
needed; result, a de-
crease in weight and
increase in
strength.

A pair in a
Wallet may
be carried in
the breast
pocket or a
Lady's Muff.

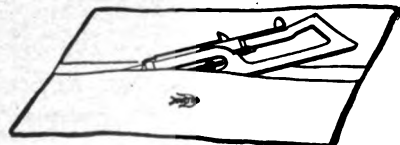


No Keys, Heel-
Plates or Screws;
NO BULK,
NO
BOTHER.

Leading Jobbers.
Ask for Catalog.

=

MARTIN
SKATE CO.
Boston, Mass.

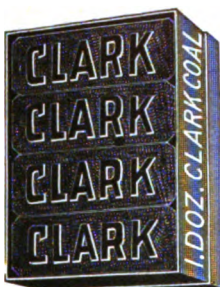


CLARK HEATERS and COAL

**Are Splendid Sellers
FOR COLD DAYS**

CLARK HEATERS are made well. No castings are used and every joint is solidly riveted. They will stand

any kind of a guarantee to your customers. That's why more of them are sold every year than of all others put together.



CLARK COAL lasts longer and gives more heat than any other. Customers will have nothing else, once they use it.

If you haven't these goods, write your jobber. Now is the time. Drop a card for our new catalogue, entitled, "If You Ride In Winter."

CHICAGO FLEXIBLE SHAFT CO.
180 Ontario St., CHICAGO

The name CLARK is on heaters and coal. Look for it.

SOLD BY THE LEADING JOBBERS



The Line That Will Make Friends For You

We here illustrate one of our original effects in our 1907 line. This is our CRUSADER PAT-
TERN, and in the rich, harmonious colors we give it, it is wonderfully pleasing.

This is only one of many, all well made and durable, and in style to suit all variety of tastes. This our catalogue, illustrating each Hammock in colors, will show you.

It also will show you that it is just such a line that will attract your buyer and give your house

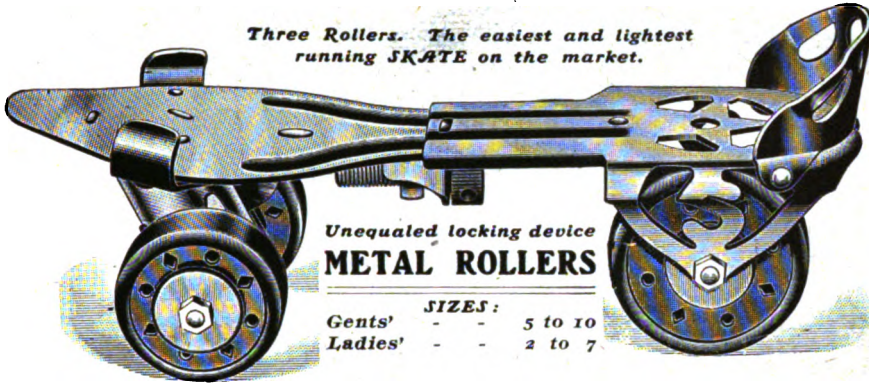
A HAMMOCK REPUTATION AND A PAYING ACCOUNT

HOHLFELD MANUFACTURING CO., 8th and Dauphin Sts., Phila., Pa.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The Greatest Skate on Earth

Three Rollers. The easiest and lightest running SKATE on the market.



Unequaled locking device
METAL ROLLERS

SIZES:
Gents' - - 5 to 10
Ladies' - - 2 to 7

This Skate is provided with a spiral-compression-spring action encased in the barrel carrying the front truck, insuring uniformity of tension and action during the entire life of the skate. The rear roller immediately follows in any direction given the front truck by the skater, like the rear wheel of a bicycle. We solicit rink trade. Write for catalogue and terms.

Chicago Roller Skate Co., 65 South Canal Street, Chicago, Ill., U. S. A.



Mr. DEALER:

Do you know our line of

BASE BALL GOODS

for 1907 is the very best? And 'tis about time to place your order. Write us to-day for our new Catalogue and Price List.

THE DRAPER & MAYNARD CO.

PLYMOUTH, N. H., U. S. A.



MOTOR Boat Fittings

Brass and Galvanized Specialties
Marine Hardware

Send for Catalog

A. S. MORSS COMPANY
210-212 Commercial St. Boston, Mass.

SHEAR PRESSES ALLIGATOR SHEARS GANG SLITTERS

BUILT BY

**The Waterbury Farrel
Foundry & Machine Co.**
WATERBURY, CONN., U. S. A.

Bells of Every Description

Our goods speak for themselves. Send for our free illustrated catalogue and you will become interested.

— **TRADE WINNERS** —

THE EAST HAMPTON BELL CO., East Hampton, Conn.



Hamp Bell

SLEIGH, ENGINE,
ELECTRICAL, GONG, HAND
AND AUTOMOBILE



Genuine Swine Cow Bell

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

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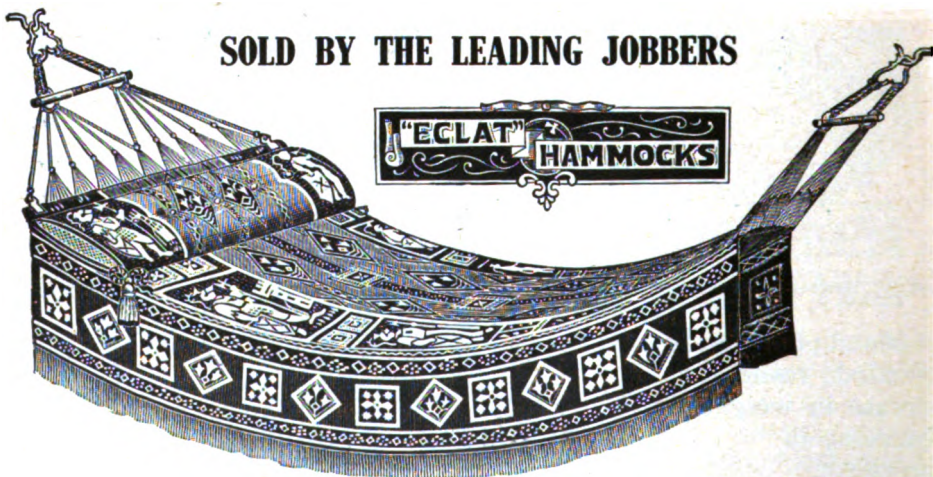
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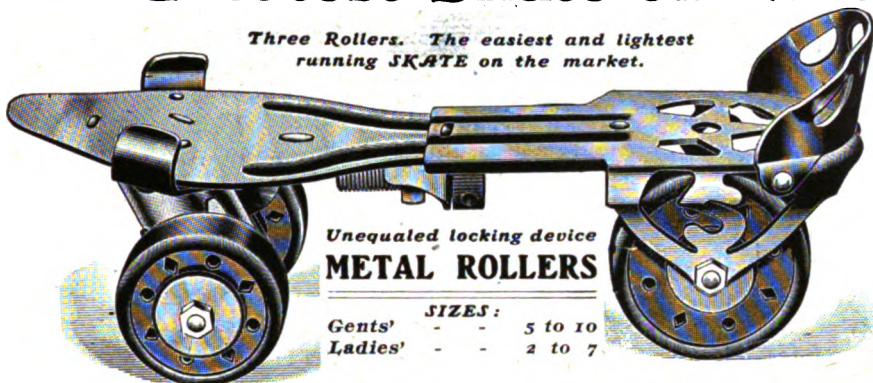
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HOHLFELD MANUFACTURING CO., 8th and Dauphin Sts., Phila., Pa.

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THE DRAPER & MAYNARD CO.

PLYMOUTH, N. H., U. S. A.



MOTOR Boat Fittings

Brass and Galvanized Specialties
Marine Hardware

Send for Catalog

A. S. MORSS COMPANY

210-212 Commercial St. Boston, Mass.

SHEAR PRESSES ALLIGATOR SHEARS GANG SLITTERS

BUILT BY

The Waterbury Farrel

Foundry & Machine Co.

WATERBURY, CONN., U. S. A.

Bells of Every Description



Hand Bell

Our goods speak for themselves. Send for our free illustrated catalogue and you will become interested.

TRADE WINNERS

THE EAST HAMPTON BELL CO., East Hampton, Conn.

SLEIGH, ENGINE,
ELECTRICAL, GONG, HAND
AND AUTOMOBILE



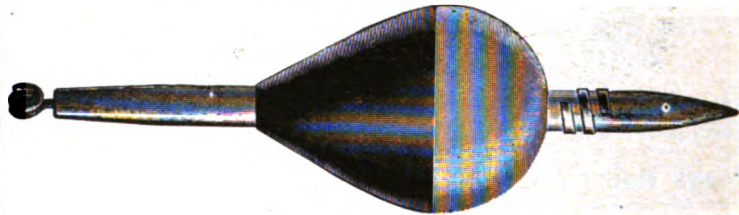
Genuine Swiss Cow Bell

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE



CORK AND WOOD FLOATS

Furnished Fish Lines
Fish Line Assortments



ADJUSTABLE RINGED SINKERS

The Largest Manufacturers

F. E. CHESTER & CO.

CATALOGUE

PROVIDENCE, R. I.

P. O. Box 367



KINGFISHER

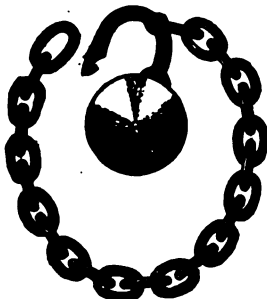


Lines are known by the Company they Keep
—they are only found in Company with the
KINGFISHER Trade-Mark.

E. J. MARTIN'S SONS

Makers of the

"KINGFISHER" BRAND Braided Silk Fish-Lines
ROCKVILLE, CONN.



Ames Sword Company

CHICOPEE, MASS.

MANUFACTURERS OF

PATENT PERFECTION PADLOCKS

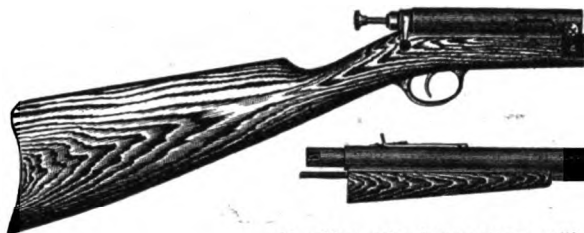
ALL SIZES

SEND FOR
CATALOGUE

Half Inch to Two and a Half Inches

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Hopkins & Allen Junior Repeating Rifle



22 calibre, take down pattern, military style, bolt action, Rocky Mountain step rear sight and pin-head front sight. Selected Walnut stock with military butt plate, positive safety device to trigger so that the rifle cannot be fired until the lever is home. Length of barrel, 20 inches; weight, 5½ pounds. Length over all, 38½ inches. Can be used as a single shot as well as a repeating rifle. Rifling of our improved increase twist, parts all drop forged and lock work made of spring steel. Shoots 22 short or 22 long or 22 long rifle cartridge, and the magazine will hold 16 shorts or 12 long or long rifle cartridges, and the magazine will feed these cartridges if put in promiscuously.

To load rifle, pull out tube in magazine until slot is uncovered and place cartridges in the slot, bullet part of cartridge pointing out. After loading replace tube in magazine and fasten it by turning knob into slot at the extreme end of magazine.

To operate the rifle, raise lever to top of barrel and pull back bolt until hammer is cocked, and then push bolt forward and return lever to first position.

It is essential that the rifle be kept clean, and should be thoroughly cleaned and oiled after using. Use ammunition with greaseless bullets.



SEND FOR CATALOGUE TO

The HOPKINS & ALLEN ARMS CO.
Norwich, Conn.

A Good Sign For Your Store

BRANCH HEADQUARTERS
SANTA CLAUS & CO.
DAISY AIR RIFLES SOLD HERE



¶ It's a good sign of a growing business you get the holiday trade coming your way.

¶ Daisy Air Rifles are good all the year round, but they are especially good in the month of December, as no better Christmas present for a boy could be imagined.

¶ Get the boys into the habit of looking at your windows, and coming into the store. They don't do a great deal of buying themselves, but once they get the "Daisy" fever, they don't let their parents rest until the coveted gun is in their hands.

¶ You can do your part to spread the contagion by showing Daisy Air Rifles and talking them—every chance you get.

¶ There's a profit in it for us both.

FOR FULL INFORMATION AND DISPLAY HELPS—DROP US A LETTER

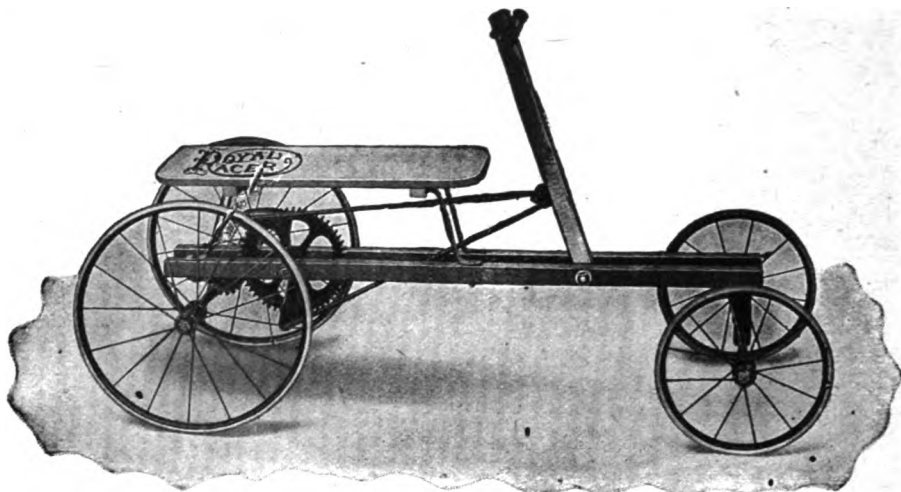
DAISY MFG. CO.

280 UNION ST., PLYMOUTH, MICH.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Something Entirely New in Children's Cars



THE CAR THAT SELLS AT SIGHT

Built on an entirely new principle, and mechanically geared for greater speed with one-fourth the effort. An invigorating and healthful recreation for the boy or girl. Once seen, and you will buy only the **"ROYAL RACER."**

Manufactured only by **H. N. THAYER CO., Erie, Pa.**



For a Powerful Organ-like Tone the New

M. Hohner "TRUMPET CALL" Harmonica

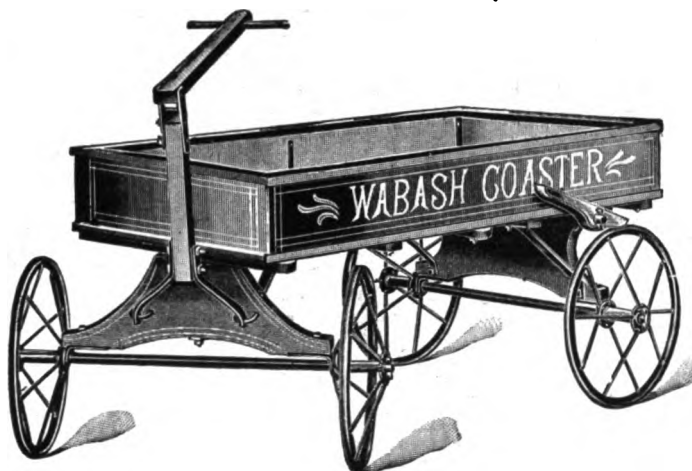
Surpasses any mouth-organ that has ever been placed on the market.

No. 220. This instrument which has lately been offered to the trade, is endowed with a phenomenal amount of tone power. The reeds are directly connected with a wooden sound-box, into which the tone passes, and finds an outlet through five Brass Trumpet Horns which protrude from the box. No Harmonica of this kind has ever been shown to the trade before, nor is there any which increases the tone so wonderfully. In the hands of an expert player this instrument can be made to sound like a church organ. In producing this instrument the house of Hohner has again shown great results from its constant effort to bring the Harmonica on the level with a high-class musical instrument. The mouth-organ has 10 double holes, 40 reeds, brass plates and is full concert.

M. HOHNER, 475 Broadway, NEW YORK 76 York St., Toronto, Canada

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

FUN FOR ALL, ALL THE YEAR



THE WABASH COASTER WAGON

sells readily at a good margin of profit. Guaranteed to give satisfactory service.

THE WABASH COASTER WAGON is a substantial, general purpose wagon, 34 inches long, 16 inches wide; large, roomy box of hard wood, removable. Well balanced to prevent tipping. Turns easily on narrow walk. All wheels (our exclusive Wabash patent) are 11 inches in diameter—of wide tread, on steel axles, no bumping or pounding. A nobby, solid wagon in which any youngster will have pride and pleasure.

GET READY FOR THE HOLIDAY RUSH

WABASH COASTER WAGONS will be in demand; they're advertised

The people know about them

Order now through your jobber or direct from us; we have nine shipping stations as follows:

PHILADELPHIA, PA.
MILWAUKEE, WIS.
SEATTLE, WASH.

PITTSBURG, PA.
ST. PAUL, MINN.
PORTLAND, ORE.

LOUISVILLE, KY.
KANSAS CITY, MO.
WABASH, IND.

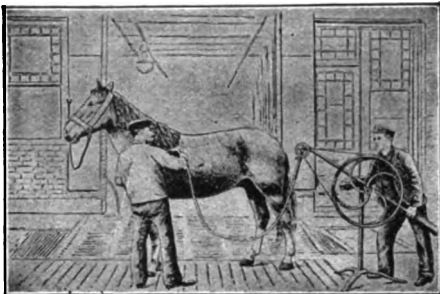
Send for our catalogue illustrating Wabash Farm Wagons, Hand Cars and Steel Sleds.

Direct all mail to Wabash office.

WABASH MANUFACTURING CO., Wabash, Ind.

THE CELEBRATED Gillette Horse Clipping and Grooming Machines

¶ We are the only manufacturers in the world that make and sell Horse Clipping and Grooming Machines *only*. We do not make anything but Horse Clipping and Grooming Machines. *We have no Hardware Specialties.*



¶ We are so far in advance of other Machines in improvements that we really have no competitors. Gillette Machines give satisfaction in every way.

¶ Our claim is as broad as words can make it: The Gillette Clipping and Grooming Machine is *better than any other Clipping and Grooming Machine in every particular.*

¶ Send for our 1907 Catalogue and read about our New Patent Chain and Grooming Brush.

GILLETTE CLIPPING MACHINE COMPANY

110, 112, 114 W. 32d St., New York, N. Y.

Priest's Clippers

THAT'S



SUFFICIENT

Catalogue on Application

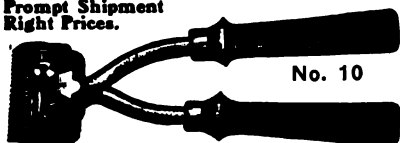
AMERICAN SHEARER MFG. CO.
Nashua, N. H., U. S. A.

Wiebusch & Hilger, Ltd., Selling Agents
9-15 Murray St., New York City

HOTCHKISS CLIPPERS

Simple in Design
Elegant in Finish

Standard Quality
and Workmanship
Guaranteed.
Prompt Shipment
Right Prices.



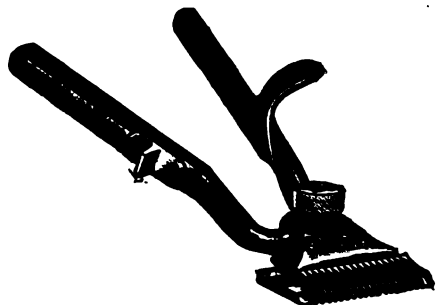
No. 10

Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS

Railroad Ave., BRIDGEPORT, CONN.

GATES Yankee Clipper



A SHEET METAL DANDY

Coates Clipper Mfg. Co.,

Worcester, Mass.

J. H. GRAHAM & CO., NEW YORK,

Selling Agents.

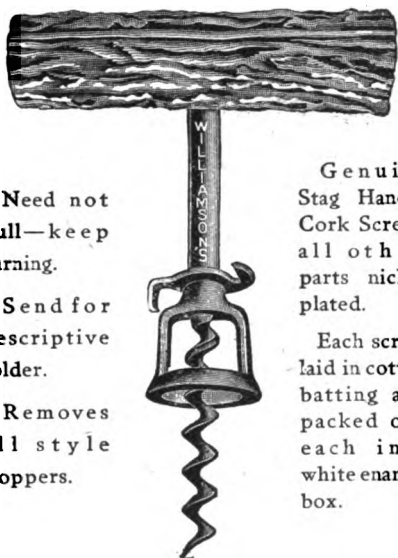
CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Holiday Trade Winners

Need not
pull—keep
turning.

Send for
descriptive
folder.

Removes
all style
stoppers.

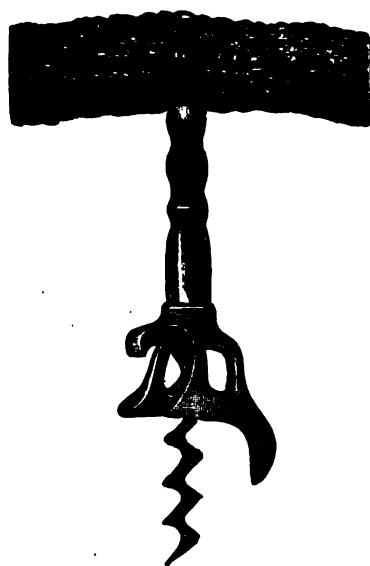


Genuine
Stag Handle
Cork Screw,
all other
parts nickel
plated.

Each screw
laid in cotton
batting and
packed one
each in a
white enamel
box.

C. T. Williamson Wire Novelty Co.

56 Badger Avenue, Newark, N. J.



WALKER'S CORK SCREWS

Securely Mounted in Genuine Stag Handles
Over Seventy Varieties
Every one tested and warranted

ERIE SPECIALTY CO., ERIE, PA.,
U. S. A.



HERE'S A GOOD ONE

for your customers who have horses

Stewart No. 1 Clipping Machine

List, Only \$6.75

This machine has taken its place as the most satisfactory clipping machine ever put on the market at any price. The gears are cut from solid steel, hardened file hard, and protected from dust and dirt in a metal case where they always run in oil. Wear and friction are down

to the lowest point. Has highest grade shaft and knife.

Jobbers everywhere supply it. Write for complete descriptive matter and catalogue showing everything modern in horse clipping and horse cleaning machines.

CHICAGO FLEXIBLE SHAFT CO., 180 Ontario St., CHICAGO

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

JARVIS FISHING COAT HARDWARE MEN

For Wear With Waders

Convenient—comfortable—has pockets inside and outside for every convenience for a trip down the stream.



Knapsack pocket on the back to carry lunch, shoes or other bulky articles.

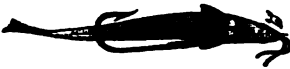
IT'S SHORT—just laps over top of waders. Contents of pockets can't get wet unless you have to swim.

YOU'LL WONDER HOW you ever got along without one.

Sent prepaid on receipt of price. Army Khaki Cloth each \$3.50. Heavy Tan Duck each \$3.00.

Order One Today.

**JARVIS
BAIT
HOOK**



for use with live salted or pickled minnows, for trolling, casting or still fishing. Holds minnow in natural position; it can't double up in a lump as with other hooks. Just naturally tempts the fish; then hooks him. Best catcher ever devised. Per dozen \$1.00.

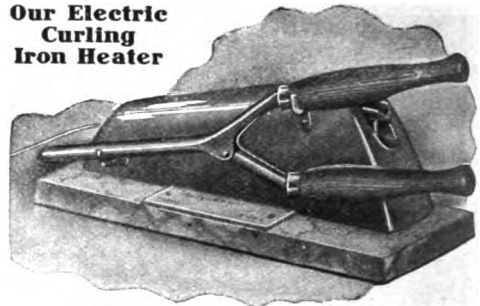
Send 10c for sample and complete information or ask your dealer.

W. B. JARVIS CO., Grand Rapids, Mich.
28 Canal Street.



Explain to your customers the merits of the Eureka Electric Cord Iron, with our new spring cord protector. It makes the cord practically unbreakable and unwearable, and removes the only objection to this useful device.

**Our Electric
Curling
Iron Heater**



is indispensable in every home, hotel, theatre or steamship having electric service.

These are Good Sellers

Let us send you our Catalog and Dealers' Prices

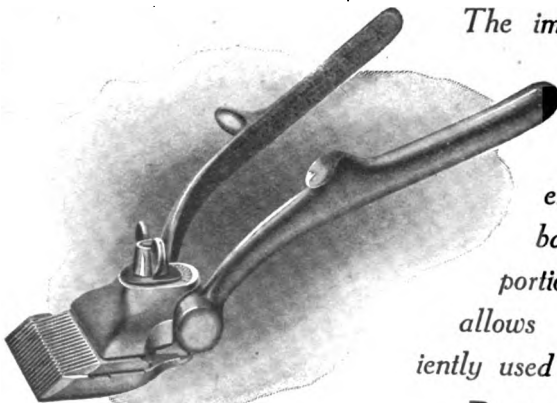
We are now prepared to make immediate shipments

W. J. BARR ELECTRIC MFG. CO.
Cleveland, Ohio

EASE OF MANIPULATION —

A strong selling point of the

FIGARO CLIPPER



The improved form of handles fits the natural grip of the hand and greatly reduces the exertion required to operate the clipper. The even balance, due to the proper proportioning of the various parts, allows the Figaro to be conveniently used about the neck.

Do you carry the Figaro?

BROWN & SHARPE MFG. CO.,

WE PROTECT THE DEALER. Providence, R. I. U. S. A.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



ALUMINUM OIL HEATERS

The only Oil Heater for your trade because it is the only Oil Heater equipped with our Grand Safety Burner, which makes explosions impossible, and safety, comfort and satisfaction always sure. It is therefore the only Oil Heater the merchant can honestly and earnestly recommend to his trade. Note the construction of this Grand Safety Burner as illustrated above:

A—Flame Spreader. B—Air space outside of Wick Tube. C—Air space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air space between Fount and Outer Casing. G—Fount for oil, entirely separate from Burner. H—Feed Pipe conducting oil from Fount to Burner. I—Shield resting on top of Fount with air space underneath.

The Aluminum Oil Heater radiates heat from the sides and bottom as well as top. Wick taken out and replaced in a minute.

Our Smokeless Device makes it impossible for any careless operator to cause the Heater to smoke.

No perforations, therefore nothing to clog up. Combustion is perfect. There can be no unpleasant odor, no smoke. It's a furnace for heat.

Costs less money and produces more heat than any other Oil Heater in the world.

The only Oil Heater that sells at sight, stays sold and brings more trade.

If you buy any other you will be sorry.

Every Aluminum Oil Heater is fully guaranteed. Money back if the purchaser is not satisfied.

It's the heater you want for your trade—let the other fellow have the trouble.

Get your orders in early. A postal card will bring full information by return mail.

NOVELTY MFG. CO.

Dept. X

JACKSON, MICH.



Founded in 1828
But always Up-to-Date

Baeder, Adamson & Co.

PHILADELPHIA
NEW YORK
BOSTON
CHICAGO

Manufacturers of

Sand Papers

IN EVERY FORM

Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

You take no risk on the Quality
We make only the Best!

Think It Over

DAMPNESS rots wood—causes decay.

Sunshine warps it if it's only covered with ordinary porous paint.

Snow, rain, dirt or sun can't get behind the hard, smooth glaze of LUCAS TINTED GLOSS PAINT.

LUCAS TINTED GLOSS is the *one* permanent paint that will improve the appearance and increase the cash value of any property to which it is applied.

If you haven't this celebrated brand in stock, a postal will bring our paint proposition—a proposition that will help you to make money and hosts of satisfied customers.

JOHN LUCAS & CO.

Philadelphia

NEW YORK

CHICAGO



SPECIALTIES

**MONEY MAKERS
FOR DEALERS**

AD-EL-ITE PAINT AND VARNISH REMOVER ONE-COAT DULL FINISHES : :

Do you carry these two profitable specialties?

If not, you are losing money.

They are our leaders and have been advertised extensively all over America.

There is a general demand for them,—people know of them everywhere and ask for them,—they sell rapidly, thus allowing quick returns and a good profit.

Now is the time to put in a stock of the Ad-el-ite Specialties. Why not let us send catalogue and quote prices on a trial order?

Sta. I

Adams & Elting Co.

CHICAGO

Selling More Axle Grease

The axle grease that will give your customers the best service and most satisfaction is the kind you will find most profitable to handle.

Dixon's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get Price List 55-1.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

Snow Flake Axle Grease

TRADE MARK

The Grease to Buy

The Grease to Sell

The Grease to Use


The Snow Flake Axle Grease Company

MANUFACTURERS

FITCHBURG, MASS.

YOU CAN'T OVER RECOMMEND

Iron Clad White Lead

It will stand up for any claim you
may see fit to make for it. Could
you ask more than this? 

ENTERPRISE PAINT MFG. CO., Chicago, U. S. A.

"NICE" LIQUID WOOD FILLERS

Varnishes, Paints, Stains and Enamels

With these you can get and hold the trade that is rightfully yours. They make friends for the Dealer. Send for Booklet.

EUGENE E. NICE, - **272-274 So. Second St., PHILA.**

DUSTLESS SWEEPING

WITHOUT OILING YOUR FLOOR

OUR RESERVOIR BRUSH

deadens the dust as you sweep. It makes its own dustless powder out of the dust and grit on the floor.



It keeps the floor fresh and clean, and makes scrubbing unnecessary.
USED BY OVER 100,000 MERCHANTS AND 6,000 SCHOOLS

SEND FOR TRIAL BRUSH ON
APPROVAL, EXPRESS PREPAID
Liberal Discounts on Quantities

MILWAUKEE DUSTLESS BRUSH CO.

120 SYCAMORE ST., MILWAUKEE, WIS.



Established 1850

Incorporated 1891

EVERYTHING IN BRUSHES

Gerts, Lombard & Co., BRUSH MAKERS

208 and 210 Randolph Street, Chicago

All our best grades have our full firm name stamped on them. This is our guarantee for quality.

ASK YOUR JOBBER FOR THEM

If they haven't them, write us.



TEN YEARS

on the market or one year—

Which oil is the best established?

Which will sell best?

Which will make you the most money?

Which is more likely to please the customer and make repeat sales?

"3 IN ONE"

has given universal satisfaction for more than ten years, as the first, the best, and the only lubricator, cleaner, polisher and rust preventer. It satisfies every customer.

It satisfies and profits every dealer. Retailing at 10c. and 25c. you make real money.

Ask your jobber for prices and at least a trial dozen.

G. W. COLE COMPANY, 141-145 Broadway, NEW YORK CITY



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THE FRAZER

BEST IN THE WORLD

Always Uniform Often Imitated Never Equalled
Known Everywhere No Talk Required to Sell It

GOOD GREASE MAKES TRADE
CHEAP GREASE KILLS TRADE



For Sale by All Jobbers

SEND FOR PRICE LIST

FRAZER LUBRICATOR CO., 83 Murray St., N. Y.

Established 1842

BRIGGS

ROOF PAINTS

Are made from linseed oil and
will outwear the cheap kinds

Color Card and Prices on Application

JOHN BRIGGS & CO.
Boston, Mass.



The Automatic Truck

THE AUTOMATIC TRUCK

will save you several hundred dollars' worth of back-aches during the next few months and the price

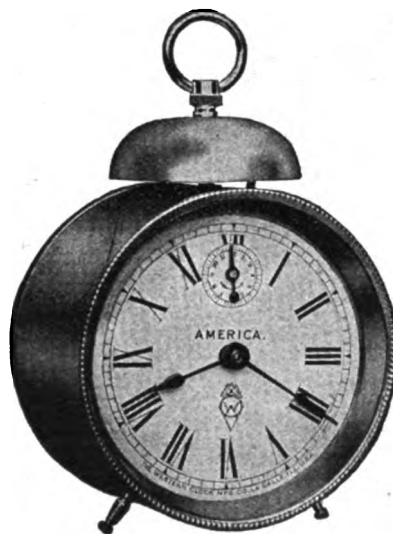
ONLY \$3.00

delivered east of Rockies. Considered a valuable fixture in every hardware store where used.

Write for particulars TO-DAY.

C. A. Peck Hardware & Mfg. Co.

BERLIN, WIS.

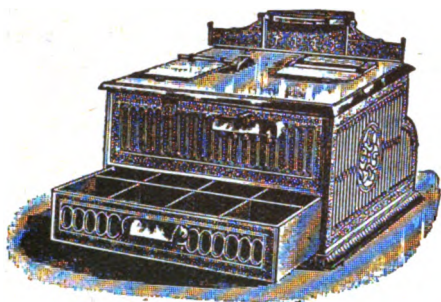


A good many dealers
like their own name
on AMERICA Alarm
Dials—it's a standing
"ad" that somebody
else pays for.

Ask your jobber or
write us about this.

THE
Western Clock Mfg. Co.
LA SALLE, ILL.

THE SECURITY CASH RECORDERS



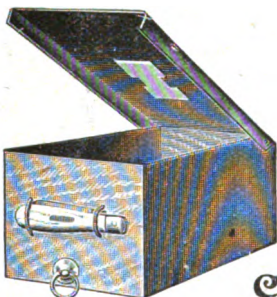
Create System, Hasten Success,
Guarantee Safety.

We manufacture 12 different styles

Illustrated catalogue sent on request

THE
HOUGH CASH RECORDER CO.
INDIAN ORCHARD, MASS., U.S.A.

FREE BOXING LESSONS



Every issue of this magazine meets the eyes of numerous Hardware men who are contemplating changes in their store accommodations. Such changes usually involve Shelving and, of course, Shelf Boxes, and this brings us to our subject, viz.:

THE "PERFECT" SHELF BOX

For attractively displaying Shelf Stock, for absolutely protecting it from damaging dust, dirt and dampness, for its notable saving of space and for numerous other advantages,

THE "PERFECT" SHELF BOX

is without a rival.

The circular I shall be pleased to mail you clearly demonstrates all of these claims.

C. P. MOORE, RAVENSWOOD, W. VA.

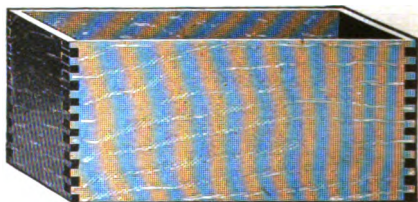
SHELF BOXES

TO ORDER

HENRY H. SHEIP MFG. CO.

Columbia Ave and Randolph St., Philadelphia, Pa.

INTERCHANGEABLE LOCK-CORNER SHELF BOXES FOR THE HARDWARE TRADE.



THE A. H. GREEN CO.,
97-101 Warren St., NEW YORK.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS

NOISELESS.
CUSHION TIRE.

Best and Most Complete in the Market.
Write for Descriptive Circular and Prices.

MFRS.

Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World



Steel
Nickel Plated
Show Case
Brackets

NASHUA TILL CO.
MANUFACTURERS OF
Alarm Cash Drawers
Nashua, N. H., U. S. A.

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"STEP UP"**BE MODERN**

Equip your Store with

**MILBRADT
ROLLING
STEP
LADDERS**

They cost but little and enable you to utilize space now vacant. Save your goods and fixtures. Save time and clerk hire. Add to the beauty of your Store. We make Ladders to Order and to fit any shelf arrangement.

**MILBRADT
MFG. Co.**

1445 N. Eighth St.
St. Louis, Mo.
JOHN CALANDER,
St. Paul, Minn

**WILEY'S WAXENE ANTISEPTIC
AND GERM PROOF**

BEST IN THE WORLD FOR

Kitchen Floors and all Hardwood Floors, Linoleums,
Oil Cloths and Furniture in Public Buildings,
Halls, Hospitals, Houses, Etc.

Waxene is to the woodwork of a house what stove polish is to the stove. If your varnished or shellacked surfaces are scratched or marred, Waxene will restore the surfaces. You can apply it yourself. Sold and used everywhere.

MANUFACTURED BY

I. H. WILEY WAXENE CO.
69 Sudbury Street, Boston, Mass., U. S. A

SEND FOR No. 22 CATALOGUE
Coburn Trolley Track Mfg. Co.
HOLYOKE, MASS.

**ROLLING STEP
Ladders for Stores**

No modern store is equipped up-to-date without the

**BICYCLE
STEP LADDERS**

as part of its outfit.

We make Ladders to turn corners; to fit all kinds of uneven shelving; to work where floor is slanting; to fit any special requirements—and more Ladders than all other houses combined.

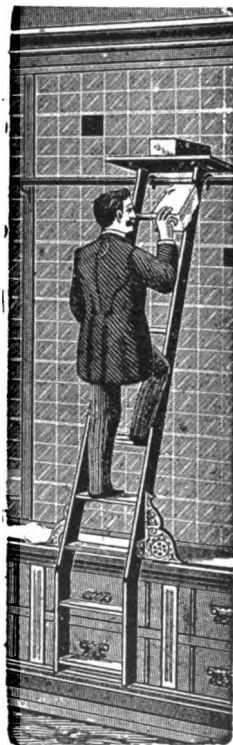
Ask about the new noiseless track.

CIRCULARS FOR THE ASKING

**THE BICYCLE
STEP LADDER CO.**

65 Randolph Street
Chicago, Ill.

EASTERN AGENTS **H. W. YOUNGS.** 148 W. 74th St., N.Y. City



ELLERS METAL CEILINGS

LATEST AND BEST DESIGNS

EASY TO PUT ON. EASY TO SELL. PRICES ALWAYS RIGHT.

ELLERS ROOFING TIN

THE KIND THAT LASTS

SAMPLES AND PRICES ON APPLICATION.

THE ELLER MFG CO.

SUCCESSORS TO J. H. ELLER & CO. CANTON OHIO

COKE AND CHARCOAL PLATES. SOLDER. HANGERS ETC.

EAVES TROUGH. CONDUCTOR PIPE. ROOFING. SIDING ETC.

CORNICE SKYLIGHTS

Up-to-Date Hardware Delivery Wagon



for progressive hardware dealers. Easy to load and light of draft. Built upon honor in the highest grade only.

Free Catalog upon Request.

Sycamore Wagon Works

109 EDWARD ST., SYCAMORE, ILL.

ASK US

to send you our illustrated catalogue and give you prices.

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

BRANCH OFFICES:

18 Warren St., New York
40 Dearborn St., Chicago
352 Washington St., Boston
669 16th St., Oakland, Cal.
247 Coronado Building, Denver



WE MANUFACTURE

Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Water Filters
Nursery Chests
Crumb Trays and Scrapers
Tea and Bar Urns
Bathroom Fixtures
Wine Coolers
Water Coolers
Baking Dishes
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes
5 o'Clock Teas, etc.

Presentable goods of standard quality.
We want your trade. Write us now.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

BERGER'S 20th Century Corrugated Steel Pump!



Constructed of extra heavy annealed steel, corrugated, and heavily coated, with all seams reinforced; malleable iron fittings and cast iron cylinder.

It is one that will serve you in summer as well as in winter; one that does not impregnate the water with foul and poisonous matter.

If your nearest jobber cannot supply you with these Pumps, write us, and we will quote prices and full particulars.

Agents wanted everywhere.

The Berger Mfg. Co.,
CANTON, OHIO.

**PUT MONEY
IN
THY
PURSE**
HANDLE
**BERGER'S
LANTERNS**
THE FAST SELLERS.
LARGEST VARIETY
BEST STYLES
LOWEST PRICES.

BERGER MANUFACTURING CO.

CANTON, OHIO

STEEL CEILINGS, IRON & STEEL ROOFINGS, TIN PLATE,
BLACK & GALVANIZED SHEETS, METAL FURNITURE ETC ETC

FRIEDLEY-VOSHARDT CO.

(Incorporated)

MANUFACTURERS OF

ARCHITECTURAL SHEET METAL,
ORNAMENTS, ART METAL CEILINGS,
FINIALS, CRESTING WEATHER VANES, GAL-
VANIZED STEEL TANKS FOR ALL PURPOSES.

WITH A FULL LINE OF

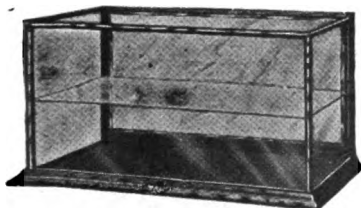
Sheet Metal Roofing, Conductor Pipe,
Eave Trough, Sheet Copper, etc.

SEND FOR CATALOGUE NO 17.

194-204 MATHER ST., CHICAGO, ILLS.



This case will sell CHRISTMAS NOVELTIES and \$6.50 buys it.



STYLE A.

Made in two sizes and styles.

Send for circular.

Style A is 26 inches long, 14 inches wide, 13 1/4 inches high, mirror door, glass shelf.

Finished oxidized copper or gun metal. Boxed f. o. b. Detroit. Send us your order early.

DETROIT SHOW CASE CO., 476-490 W. Fort St., Detroit, Mich.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

A PROFITABLE LINE

Lightning Rod Supplies

Copper Cable Tubing, Points, Etc.

All of best quality and purity guaranteed. Seamless Brass and Copper Tubing of small sizes and thin gauges.

ORDERS FILLED SAME DAY RECEIVED

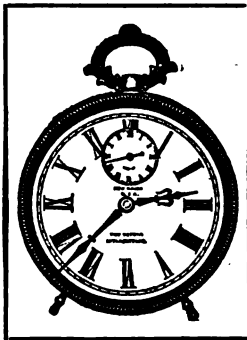
I carry in stock a large supply of all the above. Order from me and avoid the delay caused by shipments from Mill, which is an **advantage to you.**

An up to date Hardware Dealer wanted in every town and city to handle these goods.

167 Lake St. A. C. DALLAS, Mfr. Chicago, V. S. A.

THE TATTOO

(Trade Mark Registered in U. S. Pat. Office, Aug. 29, 1905)



A GOOD
TIME-
KEEPER

A
CERTAIN
ALARM

4 1/2 Inch Case

**ALARMS INTERMITTENTLY ON A
4-INCH BELL-METAL GONG ON BACK**

Write for Prices

THE NEW HAVEN CLOCK CO.

Dept. S

NEW HAVEN, CONN.

TWO NEW SELLERS of Interest to the Trade



THE "GAS CANNON"

Is the greatest Boys' Toy ever invented. A real cannon, without the danger. Fires in the house with absolute security. Loads automatically with a harmless gas. Fires 20 shots a minute. Costs only 1 cent for 500 shots. A loud report and positively no powder, no smoke, no odor in the house. Electrically ignited. Absolute safety guaranteed by us. A winner for holiday trade.



"Hydro-Massage"

is a perfect mechanical vibrator for massage purposes in the home. This vibrator is equal to electric devices costing seven times its price and is run by the water power from the bath-room faucet, therefore is applicable in every private home in the land. Its regular use freshens the complexion, saves the hair, soothes the nerves. An absolute novelty and a sure seller. We guarantee the practical and lasting efficiency of both these articles. We shall be pleased to quote the trade most attractive discounts with particulars upon request.

Warner Motor Co., Inc.

Dept. E. D., Flat Iron Building,

NEW YORK CITY

THE NAIAD FILTERS

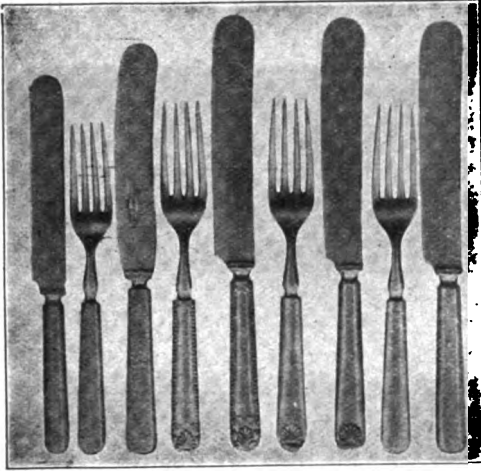
It goes without saying that pure water is an imperative need—that few supplies are pure—that a filter that can be trusted to insure pure water would be a boon to the public and very profitable to the dealer. But physicians are saying that most domestic filters are a delusion and a snare—a distinct source of danger.

Moral: Don't buy a filter for yourself—don't undertake to sell filters, without investigating. Our Booklet on PURE WATER is an up-to-date discussion of the water problem, and affords much information regarding the different kinds of filters. Send for it.

Do you know that the Naiad Filters are new in principle, of moderate cost, and endorsed by expert Sanitarians wherever known? Write for Circulars, Prices, etc.

The Naiad Filter Co., 606 Sudbury Building, Boston, Mass.

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GUARANTEED for 100 YEARS**SOLID YOREX SILVER**

Manufactured for us by the
International Silver Company

NOT HANDLED BY JOBBERS
ORDER DIRECT

NOT HANDLED BY CATALOGUE HOUSES**KNIVES—FORKS—SPOONS****SOLID YOREX SILVER**

May indeed be termed a new discovery in precious metals and it is controlled alone by us. The only satisfactory substitute for Sterling Silver ever introduced. It will not tarnish as soon as Sterling Silver. Its surface can always be kept bright and fresh. It is solid and **NOT PLATED**. Age has no effect upon its appearance. Clean with Sapolio, Whiting or any other polish the same as you would a Steel Knife; there is no plating to wear off. Consequently is of the same color clear through. Knives can be sharpened like a Steel Knife and will not rust.

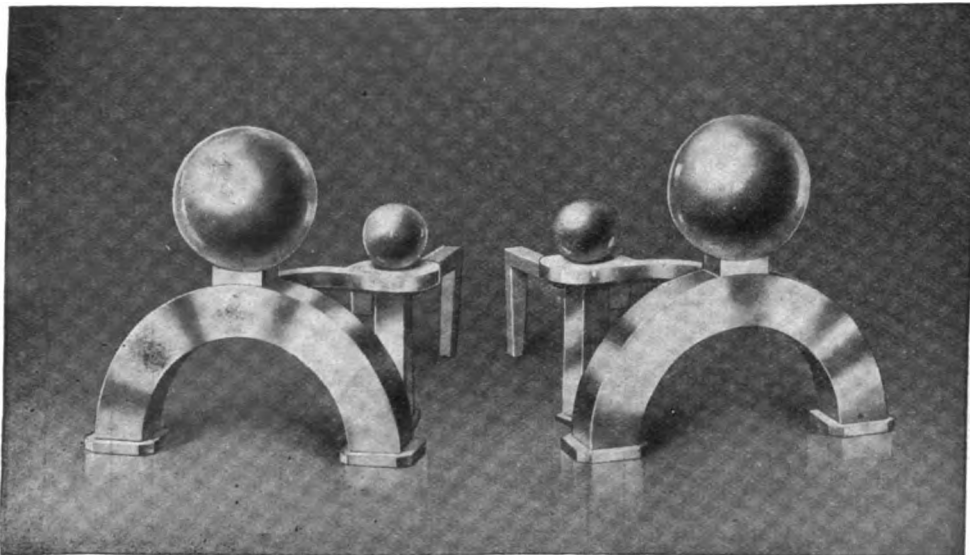
Send for our New Catalogue.

ASSOCIATED SILVER COMPANY

174 East Lake Street,

CHICAGO

We are making more ANDIRONS than ever.
Why? Because we know how.



Write for Catalogue "M."

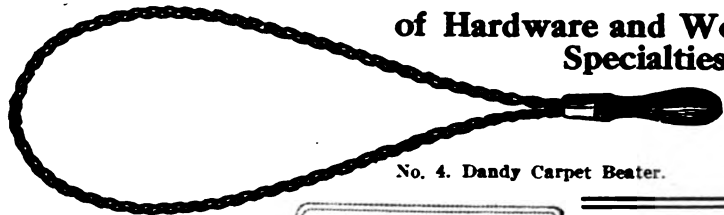
THE ROSTAND MANUFACTURING CO., Milford, Conn.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

**A FEW GOOD THINGS FROM OUR EXTENSIVE LINE
of Hardware and Woodenware
Specialties**



Dandy Hay Knife.

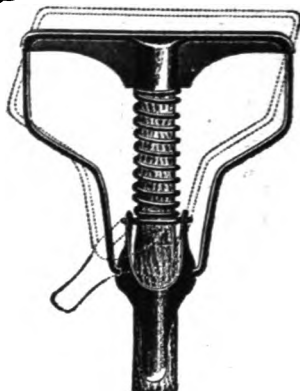


No. 4. Dandy Carpet Beater.

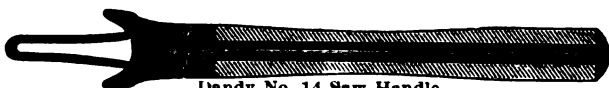
500,000

**No. 13
DANDY MOP STIX**
sold since Jan. 1st, '06.

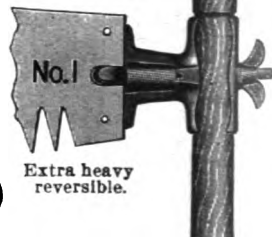
Your stock is not
complete without
the Dandy No. 13.



**LARGEST
MANUFACTURERS
of CROSS-CUT
SAW HANDLES**
in the world.



Dandy No. 14 Saw Handle.

Extra heavy
reversible.

THEO. J. ELY MFG. CO., Girard, Pa.

CLAW HEAD.



Black Eagle Hatchets

**Hollow Steel Handle.
Oil Tempered Blade.**

Riveted under heavy pressure.
No loose Heads.

A fine Cutting edge.

An attractive finish.

A good seller at a good Profit.

Inquire of
your Jobber
or write.



PLAIN HEAD.

Burgess-Norton Mfg. Co., Geneva, Ills.

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Manning, Bowman & Co.

MERIDEN, CONN.

NEW YORK: 25 West Broadway.

CHICAGO: 158 State Street.

"METEOR"

Circulating Coffee Percolators

Over 100 Styles and Sizes

BAKING DISHES,
TEA AND COFFEE POTS,
HOTEL WARE,
BATH ROOM FURNISH-
INGS, ETC.

ALWAYS Insures Delicious Coffee and
SAVES ONE-THIRD

(Equally desirable
for making Tea.)



Sectional View.

Made also in Urn style with Alcohol lamp for use on
the table.

CHAFING DISHES } COPPER with "Ivory Enameled Food Pan" } NICKEL SILVER



No. 24 Chafing Dish

ECLIPSE BREAD MAKER

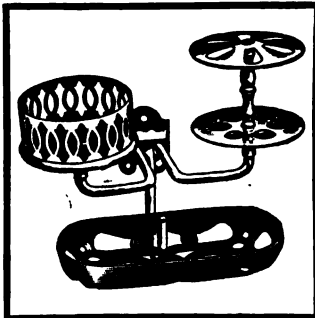
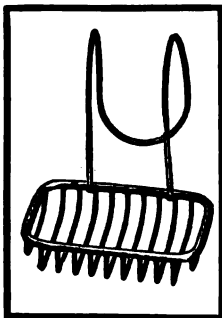
We guarantee the
"ECLIPSE"

Will Mix and Knead a Batch of
Dough thoroughly in

THREE MINUTES

without Hands Touching the
Dough

New Catalog No. 49H sent on request



Samples from our complete line of Bath Room Trimmings. Catalogues of Bath Room Trimmings and Furniture Trimmings sent on request.

AMERICAN RING CO., Waterbury, Conn.

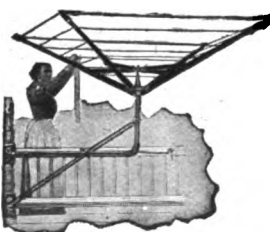
**CAST AND WROUGHT BRASS KNOBS
BRASS UPHOLSTERY NAILS**

**OTHER FURNITURE TRIMMINGS IN
GREAT VARIETY**

BRANCH } New York, 1 & 2 Hudson St.
OFFICES } Boston, 170 Summer St.

Chicago, 199 Lake St.
Oakland, Cal., Temporary office, 208 Woodmen Bldg.

Hill's Famous Dryers For LAWN, BAL- CONY or ROOF



Hill's Balcony Dryer.

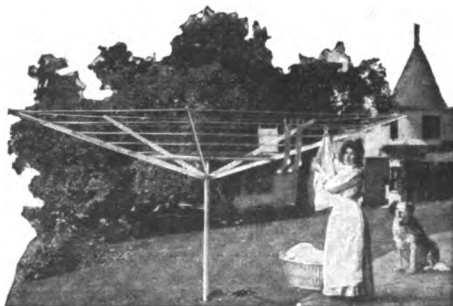
More than
500,000 in use

The largest manufacturers
of Clothes Dryers
in the world.

No Dirt. No Dust.
Pleases Everybody.
Saves One-third of
Your Coal Bill.



Send for Catalogue and Price List.



Hill's Champion Dryer for the Lawn.

HILL DRYER CO.

315 Park Avenue,
Worcester, Mass.

"Everything comes to the man who goes after the things some other fellow is waiting for"

NOW IS THE TIME TO STOCK UP WITH OUR LINE OF

BATH ROOM TRIMMINGS

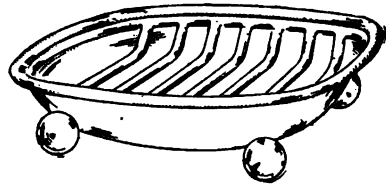
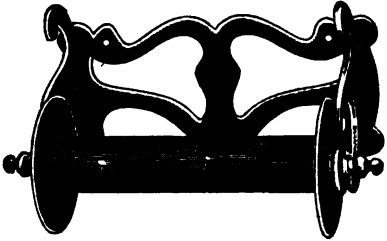
Moderate Prices

**Novelty
Mfg. Co.**

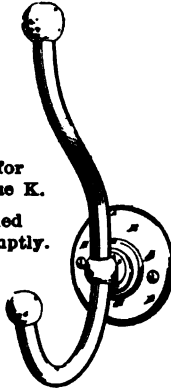
DEPT. K.
Waterbury, Conn.
Chicago Office:
JOHN B. HART
47 Michigan Ave.

Over 100 Patterns. Are Solid Brass,
Nicked

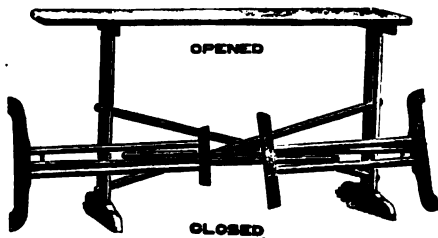
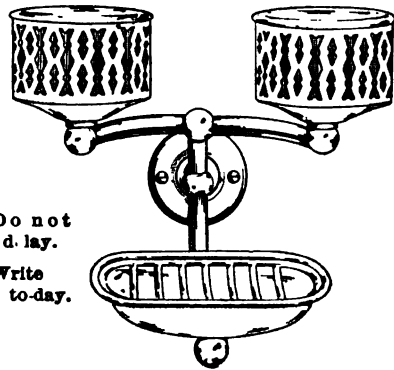
Ask your jobber about our goods



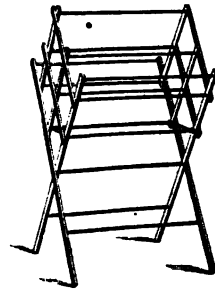
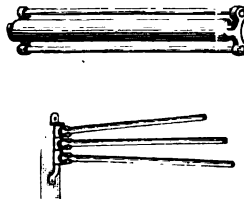
Send for
Catalogue K.
Orders filled
promptly.



Do not
delay.
Write
to-day.



CLOSED



UDELL HOUSE FURNISHINGS

will be greatly in demand during the next three or four months.

HAVE YOU PLENTY IN STOCK?

Write at once for catalog showing the largest and best selling assortments on the market. Don't delay.

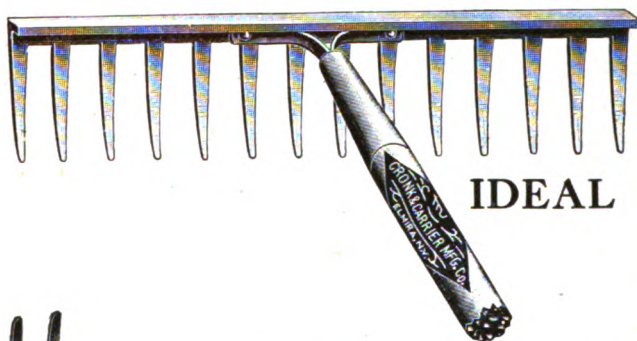
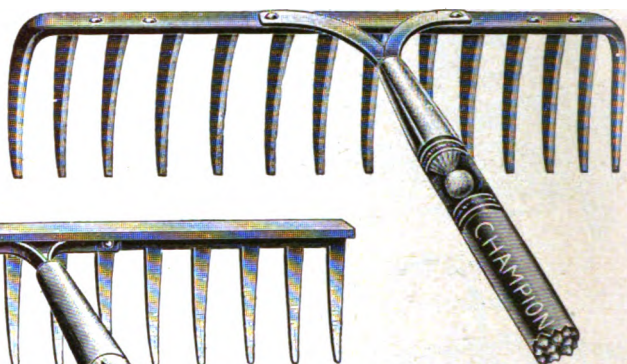
House Furnishings, Bathroom and Medicine Cabinets, Commodes, Woodenware, Step and Extension Ladders, etc.

THE UDELL WORKS, 1238 W. 28th St., INDIANAPOLIS, U. S. A.

Eastern Representative: W. A. STOKES & CO., 30 Warren St., New York City

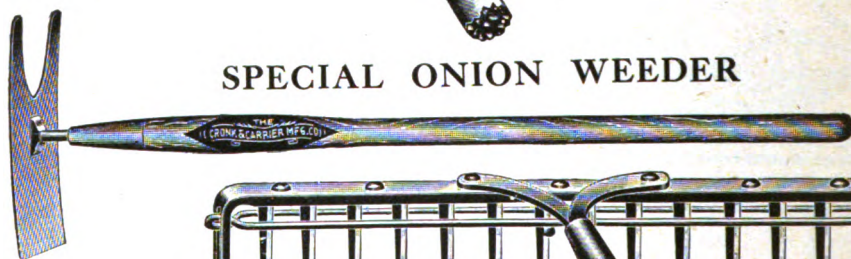
"CRONK" QUALITY—"CRONK" PRICES

CHAMPION



IDEAL

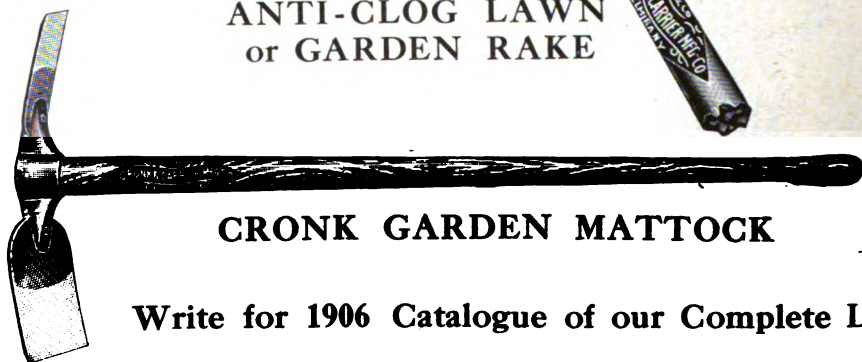
SPECIAL ONION WEEDER



ANTI-CLOG LAWN
or GARDEN RAKE



CRONK GARDEN MATTOCK



Write for 1906 Catalogue of our Complete Line

The Cronk & Carrier Mfg. Co.
ELMIRA, N. Y.

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Our Big New Catalogue

Can be Seen at nearly Every Retail Jeweler's in New York City and Throughout the United States

This superb catalogue has for 34 years been the accepted leader of fashions and the standard authority in the New York market for reliable choice goods, latest styles and lowest prices in

Jewelry and Kindred Lines

It quotes only regular (list) prices, and it is the only complete work of its kind emanating from the great center of American industry and commerce. *It illustrates Attractive, Appropriate and Profitable*

Special "Side Lines" for Merchants

Gold and Silver Novelties, Toilet Goods, Smoking Sets, Shaving Sets, Fine Cut Glassware, Leather Goods, Oil Paintings, Fine China, Copper Goods, Manicure Sets, Opera and Field Glasses, Canes and Umbrellas, Pens, Pencils, Emblems, Badges, and Thousands of New, Novel and Useful Quick-selling Goods at Lowest New York Prices.

WE SEND THE BOOK FREE ON REQUEST

S. F. Myers Co

MANUFACTURERS, IMPORTERS, EXPORTERS, DIAMOND CUTTERS, AND WHOLESALE DEALERS IN

**Watches, Diamonds, Silverware, Clocks,
Musical Merchandise, Etc.**

THE NEW S. F. MYERS BUILDINGS

47V-49 MAIDEN LANE,
NEW YORK



**500
BIG PAGES
LIST PRICES**

**GET
THE BOOK
WRITE TO-DAY**

You Can
Do
More
Than

"No Danger"



Bang it on a table, drop it, kick it—there will be no discharge, unless the trigger is pulled all the way back. That's where the Iver Johnson Safety Principle comes in and where the other "went-off-without-warning" revolvers fail. The

IVER JOHNSON

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is safe all the time, except at that thousandth part of a second when you want it to do your bidding—then it is **never** known to fail.

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HARDWARE DEALERS' MAGAZINE

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NEW YORK

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WHOLE No. 156.

If this Christmas season fulfils the promise so largely writ across this first day of the month of holidays—this December 1, 1906—then there is little need for high-spoken wishes for a Merry Christmas and a Happy New Year, for the one will be merry and both will be happy, in the natural and foreordained order of things. What is there now, or foreshadowed, to suggest otherwise?

May the trade live well and prosper! May every man, woman or child connected with it, dependent upon it, or affiliated closely to it because of personal or financial relations, traditions or sentiment, be crowned to the topmost hair with the fruit shaken from the tree of prosperity! May there be no corner so dark or so remote that the rays of a Christmas sun cannot shine into it! Let there be no Hardwareman so humble or so bereft that the glad tidings of great joy shall pass him by. There is one consoling thing about Christmas—it was made for everybody.

The season has been one of prosperity. All classes, whether they work for themselves, or let their money work for them; whether they labor with hands or brains, or with both, as most men do, or whether they have reaped as fully as they would or left something of ambition yet undone; all classes, we repeat, see a cheerful sun shine upon a prosperous earth in the morning and set upon one more prosperous at night. Each day of a half decade past has seen an advancement of prosperous result over the day that preceded it. Our country has had no cause to complain of 1906, and no one is complaining. The end of the year draws

near with hope and good promise for every one.

A Merry Christmas and a Happy New Year to all!

That was an interesting statement made by a Hardware merchant some days before the recent November state elections, when a friend chided him for not taking a deeper personal interest in the campaign. Said he: "I am interested as deeply as you are, and will do all I can for what I regard as the best interests of my country, both by my influence and by my vote. But I cannot be in two places at once. I cannot run my business under the pressure of the present, and at the same time be out hustling in politics. My first duty, it would seem to me, is to those who are dependent upon this business for their daily bread—to my family and the families of my employes—and to my creditors."

This was sound sense as far as it went, but the merchant went farther. "When times are as good as they now are," he said, "and everybody is as busy as he can be, it does not seem to be necessary to go out and save the country, for it ought to have sense enough to save itself. And I believe it has! The people of the United States have too much good sense to knock down the bridge that has safely carried them. When times are good, I believe the majority of men will vote to keep them good."

The elections that occurred subsequent to this declaration made good, in a large

measure, the prophecy of the merchant referred to. The general drift of the vote in all the states was toward sustaining the policies that have placed and kept our country on an even keel, and prospered its industries and forwarded its commerce. There was no deviation toward radicalism; no going out after strange legislative gods, and a not too-apparent indication that the people had become tired of present methods. But there was a decided intimation in some quarters that reforms are needed.

* * *

These indications were by no means alarming. The mind of the country seems to have been made up to the need of holding on to all that is good, while quietly reforming or cutting out that which is bad. To purge the body of evil does not mean that it shall be dismembered. To correct abuses that have grown up with the trusts, with our foreign commerce, with the railroads, with the tariff, and in other directions, it is not necessary that a season of destruction or overturning shall be entered upon. To the mind of the average voter the country can do no better than to follow up the good work that has been begun and carried on so well by President Roosevelt. To correct public evils, and at the same time hold fast to that which is good. And that is what the country intends to do.

* * *

The members of the trade who speak elsewhere in this issue as to need of more stringent supervision of freight transportation on the railroads, are unanimous in the opinion that reform is imperative, and that abuses that have for many years existed should be corrected as soon as possible. There is some difference of opinion as to how much of the trouble can be charged to mismanagement on the part of the railroad officials, and how much to the tremendous demands now being made upon available railroad facilities. But there can be no doubt that there would be an immediate improvement were some sort of penalty attached for unnecessary delays.

* * *

A good point is made by several of the parties quoted, when they point out how readily the railroad managers are to charge demurrage for cars that are not unloaded immediately on delivery to warehouse or factory, and how unready they are to make allowance for delays in the delivery of those cars to points of destination. Now that so many leading associations and shippers are clamoring for reform, some sort of improvement will be the outcome.

The jobbers who have been turning an experienced eye upon the sky overhanging the immediate business future have recorded their forecasts in another portion of this issue. They stood upon their mercantile housetops, so to speak, and looked toward all points of the compass searching for the clouds that indicate the storm. It is reassuring that so few have been discovered.

* * *

The general hail is: All's well! There are suggestions here and there that the small cloud no larger than a man's hand has projected itself above the horizon; not so much for the foretelling of disaster, as in warning against it. Mariners who see these little patches of wind-blown clouds do well when they get the ship in shape; when they prevent disaster by being prepared for it. Those prophets of business who indicate what may come are merely advising the trade to look out for the storm signals, and to prepare to make good use of their warning. In the main, the indications seem to be full of good hope and stable promise.

The Manufacturers' President

The new president of the American Hardware Manufacturers' Association, Charles W. Asbury, of the Enterprise Mfg. Co. of Pennsylvania, Philadelphia, finds it necessary to come occasionally to New York, where Secretary Mitchell and the executive offices are located. As Mr. Asbury works like a steam engine when at home, these excursions are a diversion rather than a burden. In order that his visits here may be as pleasant as possible, he has made application for membership in the Hardware Club, of New York.

Merely a Matter of Ice

Richmond, Va., is making a loud bid for the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association conventions, in June, 1907. Messrs. Bennett and Mitchell, who have the matter under consideration, have so far turned a deaf ear toward all the cities that have put in their claims. The main question seems to be: What southern city has the largest ice-making plant?

After Hardware Novelties

Ant. Rosenberg, of Birkright, Austria, has been making one more of his annual visits to America in search of Hardware novelties that can be successfully and profitably introduced into the old country. He has been coming here for several years, and never without adding something that is worth his while. In one line alone, window shade rollers, he has ordered fifteen hundred gross during the past year.

HARDWARE AND THE RAILROADS

THE VOICE OF THE MANUFACTURERS RAISED IN PROTEST
—THE ACTION OF THE AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION—A DEMAND ON CONGRESS TO CORRECT EXISTING EVILS—REASONABLE RATES FOR REASONABLE SERVICE—LOW RATES WHEN SERVICE IS SLOW—WHAT SOME OF THE MANUFACTURERS SAY.

RESOLVED, That we favor the enactment by Congress of further legislation empowering the Interstate Commerce Commission to require Transportation Companies to make Reasonable Rates for Reasonable Service and empowering the said commission to enforce proportionately Low Rates when the service in transporting merchandise is Unreasonably Slow.

Resolution adopted by the American Hardware Manufacturers' Association at Atlantic City, October, 1906.

It would seem as though the above resolution spoke for itself. But there is something more to be said on the subject. It would also seem to be profitable to discover why there was a necessity for this action. Some of the reasons that led to its adoption are given below by leading members of the association.

One manufacturer admitted that the resolution was in the right direction, but declined to be quoted as he was having difficulty in getting anything from the railroads, and adverse criticism might shut him out altogether. Said another: "The subject is too complicated to be handled by resolution or newspaper discussion, and so far as we are concerned, we do not believe that any improvement will result from any such resolutions as were adopted at Atlantic City."

A view not without a touch of justice, stated by the representative of another large concern, was that while the question was a broad one, and while it would be a very desirable thing to accomplish prompt work on the part of railroads, as well as on the part of everybody else, one cannot fail to recognize the fact that in times like the present it was quite as impossible for railroads to render a normal service as it is for manufacturers to do the same thing. That while one would be very glad indeed to be able to provide for the requirements of all friends who need goods that neither the manufacturers of hardware, nor the railroads, could by any possibility have anticipated the enormous activity of the past months, nor could they have been prepared for any such situation.

Action has been taken, similar to that of the resolution quoted above, by a large number of associations of the United States, among which, related to the Hardware trade, are the following:

American Hardware Mfrs.' Assn.

National Hardware Assn.
Southern Hardware Jobbers' Assn.
Michigan Hardware Retail Assn.
Minnesota Hardware Retail Assn.
Ohio Hardware Assn.
National Supply & Machinery Dealers' Assn.
American Supply & Machinery Dealers' Assn.
National Wholesale Saddlery Assn.

One of the leaders in this movement, in speaking of the steps that are liable to be taken looking to a remedy, expressed himself as follows:

"It is proposed, when there is a sufficient number of business men and organizations enrolled in this cause, to petition our senators and representatives in Congress, to pass an act enabling the Interstate Commerce Commission to issue a rule to the railroads of the country, requiring a reasonable time limit per day of twenty-four hours on all interstate shipments, and in default of such time being made on such shipments, the consignee to be entitled to deduct from his freight bill an amount (say 5 per cent. or 10 per cent.) for each twenty-four hours delay beyond the daily movement fixed by the Commission, and in cases of aggravated delay, the consignee to be entitled to punitive damages to be determined by the courts.

"In case of delays by flood, fire, accident, or providential causes of any character, the railroads to be relieved of this rule, provided they notify shipper and consignee promptly of locality and cause of such above-described delay, and deliver such shipment as promptly thereafter as is possible, and in case a railroad gives other than the true time, place, and cause of delay on any shipment, a sum to be fixed by the Commission or a court of competent jurisdiction be paid to consignee by the railroad so offending."

John Donnan, of the W. S. Donnan Hardware Co., Richmond, Va., has been a most earnest advocate for this reform, has studied the question thoroughly, and has taken occasion when possible to impress his conclusions upon the Hardware associations. Mr. Donnan says:

"Conditions confronting the shippers of this country have become unbearable, and the time has now arrived when this subject should be given the best thoughts of the merchants and manufacturers toward its solution.

"In justification of this condition, the railroads claim congestion and lack of equipment. But, is it true? The railroads give the same excuses to-day they have done in all these years, and make no improvement whatever; but, to the contrary, a continuous retrograde movement is proven, and unless powerful, thoroughly organized, persistent and continuous pressure of some effectual character is put on the railroads, no man can give a reason for thinking there will be an improvement at a sufficiently early date to be of practical use to the present generation.

"No, the real cause of the delay is not congestion, lack of equipment, or that the night trains do not make sufficiently fast time with interstate shipments while running; but the railroads hold goods an unreasonable time at initial points before starting. At every junction, division, terminal and transfer point of their own roads, shipments are held up. And again, when our goods reach transfer points on other roads, these delays are more aggravated than ever. This last and most serious delay is caused by jealousy of railroad systems, one toward the other, and by their attempts to thwart each other's business by each refusing to handle promptly shipments which originated on the other system.

"These uncalled-for delays, therefore, which could be avoided, by due diligence and business forethought, constitute about seven-eighths of the time consumed between the initial point and point of destination.

"Some have been pleased to term this resolution drastic, but there are certain cases which need heroic treatment, and if ever there was a case needing such treatment, this is the one.

"Why should one think that a resolution suggesting the penalizing of a railroad is too drastic? Surely, it is equity and justice to penalize the offending party in favor of an injured party. This is considered equitable and just by even the railroads themselves. They think it right to charge demurrage, and also to issue an order that unless goods are removed in forty-eight hours storage will begin, and yet when they take three to four

weeks, and longer, to deliver goods that should have reached consignee in six to eight days, is the consignee to have no redress, even though there are times when seasonable goods have to be carried over for six months, on account of the unreasonable delays? Surely, it is a poor rule that does not work both ways."

The Garland Nut & Rivet Co., Pittsburg: "While we are strongly in favor of action by Congress, we have nothing to say excepting that we think there should be a time limit for delivery between all points of shipment, and if goods are delayed beyond that limit that there should be a penalty to cover the loss consequent on the poor delivery, and which in many cases is very real and sometimes greater than the value of the goods themselves. The railroad companies do not seem to appreciate this."

The situation as viewed by F. S. Kretsinger, president of the American Fork and Hoe Company, Cleveland, and ex-president of the American Hardware Manufacturers' Association, that passed the above resolution, is as follows:

"The question of attempting to control the railroads of this country is a great and a serious one, and on the surface and at a glance it would appear fair that where a transportation company holds our goods and neglects to make reasonably prompt delivery, that they should pay a penalty by a lower freight rate than would be due them for prompt delivery. Yet we must consider that an inflexible rule might work an injustice, for no two roads are operated under exactly the same conditions; they vary as to tonnage, grades, distance and in many other ways, and while it may be well for the Government some time to have more definite and detailed control of the railroad companies, yet the number of shippers is so great there is danger of unjust criticism being made, and it is well to go a little slow in the matter of positive demands on the railroad companies by making arbitrary rules.

"Notwithstanding, railroads have had great privileges and almost a lawful right to cross one's burial ground, if they chose to do so, and that shipments are frequently a long time between initial and destination points, yet the public should not go to the other extreme and treat them unjustly. The time may come when under the law we may be able to exact reasonably prompt delivery of freight, but we should first take plenty of time to look on all sides of this question before we attempt to exact impossibilities, and it is well to remember that it is to the interests of the railroad

companies, to their officials and employes to dispose of each lot of freight as soon after its receipt as possible, that their cars may be used for other freight and thus be earning money from more than one shipper.

"Sellers and buyers naturally get exasperated when shipments are a long time in transit, and especially when they learn they have been held up somewhere without any good excuse, but that will not justify us in going to the other extreme.

"I was pleased to have the matter acted upon, as it was by our association, because it had been presented to us at other sessions, in fact, some years ago, and if in a conservative way other organizations will legislate on it, it may be of material benefit to the railroad companies and aid the managers of the freight departments in exacting more careful attention on the part of all the railroad employes having anything to do with the moving of freight."

The Cronk & Carrier Mfg. Co., Elmira, N. Y.: "You ask us what caused the passage of a resolution by the manufacturers calling for a penalty for delay of railroads in transit; we would say it was on account of the very slow service now being had from most railroads on nearly all shipments. The average mileage made by railroad freight is, we believe, no more than was made by canal, and every shipment we have should reach destination in from six to ten days that are from twenty days to 60 days on the railroad. As an example: On July 27 we shipped some Hardware to Houston, Texas. These goods reached them on November 8, after having been traced several times. On August 8 we had a carload of supplies shipped from Houston, Miss., which was received by us October 5. In either case these shipments should have reached destination in from ten to twenty days. If we hold a car of freight over two days the railroad company charges us demurrage. We feel that when they take an unreasonable length of time in hauling, they should pay a penalty for doing so. The railroad companies claim a great shortage of freight cars. Now, we not believe there is any shortage, but the railroad takes twice or three times as long to haul the freight as they should. If they would arrange to have cars hauled through promptly, there would be no shortage of freight cars. Too much time is lost by leaving freight on switches along the route, and if the railroad companies were obliged to pay for these delays they would find some means of pushing the cars along and not keeping them for two or three weeks in the switch yards. We could give you hundreds of illustrations similar to the above."

The Southern Plow Co., Columbus, Ga., writes as follows:

"We were not in attendance upon the convention of the American Hardware Manufacturers' Association, but we have discussed and read considerably about the matter in question.

"The State of South Carolina—and probably also North Carolina and Virginia—has a State law governing this very point, by which a railroad is penalized for delay. This matter was discussed at length at the joint convention of the American Hardware Manufacturers' Association and the Southern Hardware Jobbers' Association at Hot Springs, Va., last summer, which convention we attended. It was the consensus of opinion that transportation companies should not be allowed to collect full revenue on delayed shipments, and that the amount of their compensation should depend upon the length of time they consumed in performing the service contracted for. The matter of payment of claims for overcharge, loss and damage was also discussed, and the conclusion was reached that recommendations would be made to empower the Interstate Commerce Commission with authority to enforce the prompt adjustment of claims."

The head of a large western manufacturing concern said: "The situation at present is simply this:

"If a shipper takes longer time than a certain number of hours to unload merchandise, he is heavily taxed by the railroad through car service associations in any part of the country. These rules are rigidly enforced by agents of the car service, and many cases of rank injustice have occurred on this account.

"On the other hand, if the railroads, through their own negligence, delay the transportation of goods to the loss and annoyance of the shippers, there is no apparent remedy for the same. As a case in point, we cite the following: We are manufacturers of a certain staple line of goods, for which at present there is a heavy demand, and all the manufacturers in our line are behind on their orders. We recently shipped a solid carload of these staple goods to a certain large western jobber. The initial road, which received the car, had about one-half the haul, and the very next day after it received the car the initial road delivered it at the junction point to the second road, which was to have the last half of the haul.

"The car, when it left our factory, was in apparent perfect condition, but at the junction point a dispute arose between the two roads as to the damaged condition of the car. We knew nothing whatever of the merits of

the controversy, but we do know that this car was detained at this junction point over one long month, while the two roads were squabbling over the responsibility of the damaged condition of the car.

"In the meantime the western jobber was suffering severely from the want of the goods and suffering a great deal of pecuniary loss and untold annoyance on account of the delay in not receiving the goods.

"We contend that if proper legislation was in effect that would have compelled the railroads to at once transfer this merchandise and forward it at once to destination and then afterwards settle the dispute as to who was responsible, it would prove a great incentive to the prompt delivery of freight, and be only quid pro quo for the demurrage collected by the car service associations.

"We think this movement is one of the most important that has been inaugurated for years, and that the railroads will be in the end benefited by it; certainly the shippers will."

Here are some experiences very much to the point:

A Boston manufacturer: "It takes 14 days to bring solid carloads from Pittsburg to Boston, a distance of 640 miles, and three days from Providence to Boston, a distance of 50 miles."

A leading New York manufacturer: "We are shipping goods to every State in the Union, and find, in many cases, goods are from three to five weeks in getting to points, where they should reach destination in three to six days; also in getting supplies, we have had full carloads three to five weeks coming 300 to 400 miles, and this at a season when supplies were very badly needed."

One of the leading firms in Nebraska: "For the last three or four years we have been obliged to pay for shipments, in order to obtain 2 per cent. cash discount, ten to fifteen days before arrival, thus entailing a loss of interest, to say nothing of the worry and inconvenience caused by not having the goods to fill orders."

A large Wisconsin firm writes: "To give you an illustration of how the railroads neglect shipments, some years ago we opened up trade with a customer half-way between Milwaukee and Chicago, about 40 miles from Milwaukee. Soon our customer complained that it took three days to get his goods, after we had made delivery to the railroad company. We were astonished at such a report, and did not want to believe it; but I went over to the railroad freight office and inquired about shipment of goods between here and Waukegan, and stated our customer reported it took three days

after goods were delivered to the freight department in Milwaukee to reach them, 40 miles from Milwaukee. The freight agent laughed, good-naturedly, and said: 'This is correct. We load a car every day with goods for Racine, Kenosha and Waukegan, the three most important places between Milwaukee and Chicago. The first day the car goes to Racine, left there, and goods for Racine unloaded. The next day the freight train takes the same car to Kenosha, left there, and goods for Kenosha unloaded. The third day the car is taken to Waukegan and the balance of the goods unloaded there.' I asked him if he thought this was good, prompt service, and he replied: 'No, but it has been the custom of our road to manage the freight business between here and Chicago that way for years, and we have had very little complaint.'"

The opinion of a western manufacturer: "While we were not at the convention when the resolution to which you refer was passed, yet we are in hearty accord with the sentiments expressed therein; our principal reasons being that the railroad companies not only do not protect their bills of lading, but they appear to pay no attention whatever to the delivery of goods after they have receipted for them. Again, the car service bureau comes in, and if we hold a car to say over the allotted time we are charged \$1, and the same charges made for every day thereafter that we may hold the car. Yet they can be from one to five weeks in delivering a car either to you or from you to your customers, and there is nothing that can be said or done. The proposition is apparently a lop-sided one with all the favors on the side of the railroads, and for that reason we think that legislation of this character is proper and just. The resolution is a good one, and we trust that Congress will enact such legislation as will control particularly in the delays in the delivery of goods."

Said another manufacturer: "In regard to delays, which sometimes occur in transportation, we appreciate that the railroad companies are situated very much as the manufacturers are to-day in not being able to give as prompt service as they would enjoy themselves if conditions warranted. You must remember that all producing facilities to-day are congested and naturally slow service will follow."

From a leading Hardware manufacturer of Pennsylvania: "To be perfectly frank, we have never felt that we had any great cause to complain about railroad rates or the service that has been rendered us by the various lines. Of course, occasionally shipments are an unreasonably long time on the road, but these

cases have been but few at ordinary times, and in exceedingly prosperous times such as the country is to-day enjoying, it does not seem reasonable to us for manufacturers to so seriously complain about the service of the railroad companies when most of them are unable to take any better care of their patrons and customers, than the railroads are in position to take care of them.

"We do not wish to be understood as taking a stand that everything is 'rosey' and cannot be improved, and we certainly do feel that where absolute neglect of shipments can be shown that there should be some penalty enforced, and we are inclined to think that a law obliging the railroads to move freights a certain number of miles daily should be enacted."

MR. BIRGE ON THE RAILROADS

Julius C. Birge, president of the St. Louis Shovel Co., an ex-president of the American Hardware Manufacturers' Association, responded as follows to a request to express his views on this subject:

"The point in the resolution of the Manufacturers' Association upon which special interest seems to center is that clause of the resolution which aims to provide a rate lower than the 'reasonable' fixed rate when the service is unreasonably slow.

"You ask for a citation of specific cases and suggestions as to remedies." It would be possible to fill many pages with records of instances in the experience of nearly every manufacturer showing where freight has been long delayed to the great loss of shippers and consignees. In his testimony before the Rivers and Harbors Committee of the House a prominent railroad manager stated that ten years ago the average freight car in the United States moved in twenty-four hours about thirty-two miles, and that last year the average freight moved less than twenty miles on an average in twenty-four hours. This statement is certainly suggestive and leads us, first, to ask what is the cause of this changed condition.

"In the year 1904, in an address at Rochester, O. P. Austin, Chief of the United States Bureau of Statistics, stated that 'for the year 1903 the aggregated international commerce of the world amounted to \$22,000,000,000, and during the same period the inland trade alone of the United States also amounted to \$22,000,000,000.' In an address at the recent Waterways Convention, held in St. Louis, Jas. J. Hill, the railroad magnate, stated that demands on the railroads have increased twenty times as much as the facilities of the railroads have increased, and that if the railroads had the money it is impossible in a short time to bring up the equivalent to meet the full demand of the present business. In other words, it would be impossible to secure either the material or the labor to accomplish this end. It is well

known that the great factories and the builders of locomotives are now taxed to their utmost capacity to rush orders to be delivered as early as possible. We well understand that a railroad being a common carrier cannot properly discriminate between shippers in accepting freight, and is perhaps often compelled to accept more freight than it can properly handle, and this by reason, on many lines, of a shortage in equipment. I have had personal observation leading to this conclusion. When a manufacturer or a merchant has received all the orders that he can execute he is at liberty to decline further engagements of that kind, and even under those conditions these demands at the present time are pressed so strongly that many manufacturers are unable to ship promptly goods desired by those who have placed their orders.

"Another condition, though working to the advantage of shippers, does in a degree introduce a complication. This is the common and almost necessary practice of shipping through cars over two or more connecting roads. Some of the great trunk lines would undoubtedly be able to supply cars for all traffic over their own road. Some of the shorter or tributary roads do not have an equipment of freight cars sufficient to transact the through business which originates on their lines. They are, therefore, dependent more or less on other roads for cars; and freight is frequently delayed at junction points. The freight trains give the right of way usually to passenger trains, and the single-track roads of the present day are inadequate for the transaction of this tremendous business.

"Now, what is the remedy? It would appear that the railroads, when cars are in such great demand, would expedite the shipments as rapidly as possible that they might have the benefit of the use of their rolling stock. They receive no more for the transportation of the freight and the use of the cars, though it takes ten or twelve days more than the usual time for transporting the goods.

"As much as I would be pleased if some-

thing should be accomplished to secure prompt delivery of freight, I have doubts as to the wisdom of any legislation likely to be enacted, looking to the enforcement of a penalty for delayed freights, unless it should be very carefully graded as to the degree of delay, and this from the vast territory covered by our railway system would be a wonderfully complicated problem. There is a remote possibility that it might become a means for returning rebates; for example, a manufacturer in New York, desiring to ship a large quantity of freight to New Orleans, for the transportation of which, any period longer than, say, ten days for the transportation of full carloads between those points had been ruled as unreasonable, might have a tacit understanding with the freight departments of the roads, that it might not be very material if the consignments did not reach destination until, say, twenty days from date of shipment, in which case he would be entitled to a rebate as provided by the proposed law. It is a very serious complicated problem which may not be satisfactorily solved until there either is a material decline in business or until the railroads largely increase their facilities. The greater developments of our natural waterways would greatly aid the solution of this matter.

"The dispatches this morning state that in the harbor of Pittsburgh there is now 25,000,000 bushels of coal ready to float down the stream. Fortunately, neither this nor the 37,000,000 tons of freight that passes through the Detroit River annually are dependent on the railroads. We are behind foreign countries in the development of waterways. The opening of the waterway from Chicago, on Lake Michigan, to the Gulf, by the Mississippi River, would relieve the congestion through a vast area, as the Erie Canal has done between Buffalo and New York, and at the same time leave the railroads prosperous."

Rush Demand for Hardware

C. A. Jewett, of the George Worthington Co., and George M. North, of the Lamson & Sessions Co., of Cleveland, were recently in New York. In a discussion as to business conditions in northern Ohio, Mr. Jewett said: "The man who has the goods on hand in 1907 is the man who is going to do the business. There was a time when the price controlled the sale; now it is the hour at which delivery can be made."

"Yes," said Mr. North, "we find it so at the manufacturing end of the line. A few years ago a jobber would telephone us: 'I want so much of so and so. What is your best discount?' Now he rings us up and says: 'I

want the goods. When can they be delivered?'"

"Nor is it a fictitious prosperity," Mr. Jewett added. "The manufacturers are pushing their factories to the utmost because the jobbers are demanding the goods. The retailers are pushing the jobbers, and the consumers are paying for the goods and making use of them. No one can tell how long this is to continue, but it is great while it lasts."

Stamping Tin Plate

The American Sheet & Tin Plate Co., Pittsburg, Pa., announces officially that hereafter on all of its brands of roofing plate each sheet will be stamped with the amount of coating it carries per box of 20 x 28; and not only this, but every waster plate is to be stamped with the word "waster." It is the reasonable expectation of the company that this action will prevent in a large measure the possibility of misrepresentation in second or third hands, and enable every one calling for plate to get just what he is supposed to get.

The managers of the company say that in this innovation there may be some risk of a loss of business temporarily while architects, builders and roofers are being made familiar with the change—a change, the frank and open quality of which must appear evident eventually to all.

Under this arrangement all confusion as to quality and grade has been swept away, and the tin-roofer will have an opportunity of buying what he wants and of knowing what he is getting. This change will take place about the first of the year, and it is expected that the result will be that a great many more terne plate roofs will be laid hereafter than has been the case recently.

Hardware and the Schools

The Board of Education of New York City annually buys thousands of dollars' worth of Hardware. The specifications for supplies issued in advance of the bids cover nearly one hundred large pages, and articles sold by the Hardwareman are very numerous. Among them are brushes, cutters and plyers, measures, cups, rulers, scissors, dumb bells, awls, bits and scores of other things used in the manual training schools; grindstones; all sorts of kitchen utensils for the domestic training classes; files, hoes, pokers, hatchets, ladders, and a thousand and one tools for the janitors. Most of these articles are specified in dozens, gross and hundreds, because of the large number of schools to be supplied.

AN EXCURSION INTO ADVERTISING

BY AN OLD ADVERTISER.

There was once a prominent editor who instructed the beginners in journalism in these words:

"When you have something to tell, begin at the beginning, tell the story, and when you have reached the end, stop."

In other words, do not follow the English custom of telling a joke, and then explaining it.

The modern writers of advertising seem to be learning this lesson. But there are still too many exceptions.

There are too many who do not tell enough. Altogether too many who attempt to tell too much. There are no instructions more fatal than these: "I know this copy is too much for the space, but use the smallest type you have and crowd it in somehow."

The writer recently made an excursion through the advertising pages of the *HARDWARE DEALERS' MAGAZINE*. It was a voyage of discovery and education. It was, in one sense, an eye-opener in showing what an immensely wide range of goods comes under the head of Hardware. One could sit down, and through the medium of these pages, fit out a complete Hardware wholesale or retail store, without going one step outside. And I venture to remark that there are very few, if any, stores, retail or wholesale, in this country, that carry all the lines enumerated therein. Everything under the sun, and a few more to be discovered on a second voyage.

I want to tell you of some of the things I learned in the careful study of these pages.

Let me take Ash Cans for a text.

There is one advertisement that might have said, in effect:

"We make Ash Cans for Ashes and Garbage."

The Hardwareman who looked at this advertisement would have learned no more, practically, than he knew before. He would have learned that this concern made ash cans, that this was its business, and that it made them to sell. But for the specific information for which he was in search—perhaps in haste, with a customer ready with an order—he would have been no more enlightened after reading the ad. than he was before. The special knowledge that he needed immediately, and that was not there, could be secured, perhaps, only after correspondence, and a wait that might have lost him the order.

But the advertisement was of another sort. It was a model of its kind.

Three ash cans, of three sizes, were pictured side by side, plainly, so that one could see what they were at a glance. In one corner, in a few words, and in plain type, was a description of material and method of putting together. Under each can was the complete information that the dealer needed at a glance:

No. 2—17 x 24.	No. 1—15 x 24.	No. 01—15 x 18.
List Price, \$6.00.	List Price, 5.25.	List Price, \$4.50.

SUBJECT TO DISCOUNT.

Number, size and price. No traveling salesman could have told the merchant more in a half hour's talk, than was told in this advertisement. It was rendered complete by two lines across the bottom, giving the name and address of the manufacturing company.

I regard this as a model ad.

I was interested in a one-inch ad. of a Bread Toaster, that did not seem to be crowded, yet managed to tell all about itself without the waste of a word, so that a man who read it once would know all about it. How much was put into that inch?

1. The name of the article.
2. The name and address of the maker.
3. The fact that it could be used on a gas, gasoline or oil stove.
4. A picture of the article in operation.
5. That it was practical and hygienic.
6. That it would toast four slices of bread at once.
7. That it would steep coffee or poach eggs at the same time it was toasting.
8. That it was capable of heating four flatirons at once.

All in an inch! It takes advertising ability of a high order to tell a story like that.

What I am trying to get at, Mr. Editor, is that too many ad. writers waste space, words, time and money in generalities.

They say things that anybody can say about anything, and that has been said tens of thousands of times since advertising began, that are merely blanket claims, without information, specification or argument to back them up; that nobody takes any stock in, remembers or considers in placing an order. Let me cull a few of them, discovered in a glance from page to page:

"Our goods are universally popular."

"First-class in every respect."

"We are the largest makers of — in the world."

"Is indispensable in every home."
 "Guaranteed to give entire satisfaction."
 "The goods will speak for themselves."
 "This is a big seller."
 "Your stock is not complete without one."
 "No other make is as good as ours."
 "Superior to all others."
 "Should be sold by every dealer."

The thing that everybody says—or everybody could say if they felt so disposed—is not the thing best adapted to call attention to one's goods.

The thing is to make readers sit up and take notice. To say something so direct, and so pertinent to the matter in hand, that the attention of a Hardware dealer will be aroused. I again look over the pages of the *HARDWARE DEALERS' MAGAZINE* and cull some striking phrases and sentiments that illustrate this idea; that tell a man who might buy, something that will lure him toward buying. For instance:

A Grindstone: "It is the grit that grinds."

A Washing Machine: "Our one-dealer-in-a-town-agency will interest you. Write today."

A Clothes Bar: "Thirty-two feet of drying space."

A Shelf Bracket: "For the five and ten cent counter."

A Level: "The different Level—with the bulb seen in all positions. Under or over, or ten feet away."

Wire Cloth: "All kinds of Wire Cloth, from all kinds of wire."

A Hatchet: "Combines quality, style and finish at a reasonable price."

A Bread Knife: "Handsome embossed Metal Show Card in colors sent free for your business card and jobber's name."

Dog Chains: "The above display rack or holder will be sent you in exchange for your business card and name of your jobber."

This list might be extended indefinitely. I cull these few as examples of the sort of talk that will catch the attention of a merchant and cause him to say to himself: "This is worth looking into."

There are so many fetching, striking and artistically illustrated advertisements in each issue of the *HARDWARE DEALERS' MAGAZINE* that it seems unfair to make any distinction. But it will do no harm to take one as a text.

There is one full page, for instance, that a dealer would be sure to stop and look at each time he runs through these pages. It is devoted to small tools, and the greater portion is occupied with cuts.

Yet on this one page are shown eighteen articles—ratchets, chuck and drill points, countersink, pocket screw driver, automatic drills, and reciprocating drills. The number, and a few words of description may be found under each. At the side are thirty-nine words telling about the line, and suggesting that the dealer get into communication as soon as possible. At the bottom is the name and address of the manufacturer. There is a lot of practical information in that one page.

The above text is rather long for a short sermon, which is: Show the goods. Tell what they are. Specify your talking points. Convey a suggestion to the buyer that he would do well to get into communication with you. Then make good your promises.

Let me call attention to one more thing. In all the scores of pages of advertisements in this magazine, I found but six that displayed no cuts of the articles advertised. One of these described the goods illustrated on the page opposite. The others were almost altogether of goods that did not readily lend themselves to illustration.

I remember, with a reminiscent smile of pity, the sort of cuts that were found in Hardware advertisements when I began the business—a period so long ago that it makes me wince to think of it. The most of them looked as though they had been hewed out of an oak stump after dark by a blind man with a dull axe, while the largest portion of the ads. had none at all.

The illustrations in the pages of to-day are of a high form of advertising pictorial art. They are designed with full consideration for proportion, accuracy and care in detail. They are well made mechanically, and printed artistically. In the main they tell the story that the advertiser would tell, to his best advantage, and render unnecessary detailed descriptions in the letter press. They say to the eye what many words would not be able to so clearly say to the understanding.

Tool Dealers and Electricians

The Manchester Ironmongers' Association, after a period of consideration and some debate, has decided to admit tool dealers as members of that organization. Other associations have followed by inviting the local representatives of the oil and color trades to join them, while in Brighton the association has gone a step farther and admitted practical electricians to partial membership as electrical associates. These actions are not regarded with general favor in the trade.

For the Extension of Commerce

The New York Board of Trade & Transportation has taken a decisive and timely step, and each individual Hardware manufacturer of the United States, and the Hardware Associations especially, should do all that lies within their power in aid of the movement.

A committee has been appointed, of which Cornelius N. Bliss is chairman, and of which men like Charles A. Moore, Lewis Nixon, Charles A. Schieren and Isador Straus are members, to arrange for a convention to be held in the New Willard Hotel, Washington, beginning at 10:30 a. m. on Monday, January 14, 1907, and continuing as long as the members assembled see fit. This gathering, which is to be national in character, is for the purpose of considering and devising measures for the enlargement of our foreign trade, and to promote the demand abroad for the products of our farms, workshops and mines. All national, state and local associations interested in the business of the convention are invited to send at least five delegates. The governor of each state is also invited to appoint ten delegates at large and to furnish them with credentials. The committee, in its call, speaks of the necessity that exists for action of this sort, and states that it feels sure that the National Government will give the full weight of its influence towards the success of this movement and that Congress will promptly and adequately respond to any well-supported demand for legislation which may be deemed beneficial to the interests of the country as represented in the convention.

The committee announces that the Hon. Elihu Root, Secretary of State of the United States, has consented to address the convention and will give it the benefit of his observations and experiences, and of the information acquired on his recent tour of the South American countries, the object of which was to bring about closer relations between those countries and ourselves. The result of that tour having been eminently successful, it is believed by the committee that the present time is ripe for this move for the betterment of our relations, on business lines, with our South American neighbors on whom Secretary Root created so favorable an impression.

The committee say: "The obstacles which have hampered our efforts to develop the commerce of the United States with foreign countries are evident to everyone familiar with that trade. That those obstacles should be removed at the earliest possible moment is unquestioned if we are to attain pre-eminence instead of remaining, as we are, far in the rear in the struggle with Europe for foreign commercial supremacy."

Mr. Belknap on the South

William R. Belknap, of the Belknap Hardware & Mfg. Co., Louisville, Ky., spent several days recently among his Hardware friends of New York. While he came ostensibly on a business errand, it is suspected here that he really was after a brief period of rest from business, as they are having all that they can do to supply the demands for Hardware that pour into Louisville.

"I do not need to tell you that the South is prosperous," said Mr. Belknap. "The trainloads of goods going south every day of the week prove that. Yes, Kentucky is doing her full share, even though she has gone dry."

"Dry!" said one of his listeners. "You mean she feels dry."

"I mean dry in the fullest sense used by the Maine prohibition apostles," Mr. Belknap responded. "There are 119 counties in Kentucky, and of these 82 have voted for prohibition under our local option law. The State has 253 distilleries, but there are only five counties in the State that are thoroughly irrigated by their products. The others are wet in spots, while the great majority, as I have said, are not wet at all."

"What is done with the immense product of the distilleries?" was asked.

"They send it out to irrigate the world. Despite the reputation of Kentucky, very little of it is used at home."

Mr. Belknap said that the South was encouraged in her endeavor to enter more fully upon the manufacture of Hardware. "Goods into which pig iron enter," he added, "are easily made there, as the foundries are next door to the furnaces. But there is a great need for labor all through the South. The negroes are leaving for the South and West. If we could decrease the death rate of the children, there would eventually be help enough, as there are enough born, but so many of them do not live. Wages are so good that the negro who works three days in a week has enough to live upon for the whole week. He does not seem inclined to keep at it all the time and put his surplus into the savings bank."

Mr. Belknap sees no immediate cessation of the present prosperous business conditions.

A Word for the Shovel

To the Editor:

All honor to the Shovel! Can one estimate the amount of work that this humble combination of wood and iron has been permitted to do in this world?

The first Shovel was made by Adam (that old original first sinner Adam) a few days after he was turned out of Eden. He had

tasted of the bitterness of idleness and learned the lesson that he was sent out to learn—that he could live only by labor, and must starve or raise his crops in the sweat of his brow. He went into the wilderness roundabout Eden, and had to dig for it.

Digging out the lands, either for roots that could be eaten, or for a cave in which he and Eve could escape from the dews of the night-time, Adam's originality came to his aid, and he soon discovered that a broadened branch of a tree could displace more earth than all his fingernails. Thus was the first Shovel made, and all the rest have been but improvements on the original idea. (I am told that the Ames Co. holds the first patent issued to Father Adam, Aug. 16, '01. See Patent Reports, Vol. I., page 1.)

Recall, for a moment, the work done in the world by this humble implement; the one that has perhaps done more actual work than all the rest combined. How did they get down into the earth for the foundation of the pyramids? Who but the laborers, with their Shovels, made the first canals, and all that have succeeded them—the railway embankments, the tunnels, the subways, the ditches, the sewers, the heavy work of the farm? Take the Shovel and its accomplishments out of the world, and one-half of its work would never have been done.

It is but a bit of steel and wood. It is simple in its mechanism. It is easily learned, and can only be used by hard manual toil. It is not half so fancy as a tennis racquet, or nearly so shining as a sword, but I never see a laborer passing along the street with a Shovel on his shoulder, but I feel like taking off my hat to both of them.

Yours respectfully,

A. M.

Firearms and the Jobbers

To the Editor:

The firearms market has not materially changed since our July report. Prices are the same, but some factories are now three and four months behind their orders; this especially applies to small bore rifles and repeating shotguns.

One thing that does annoy firearms manufacturers is, the jobbers shouting themselves hoarse because premium houses are offering Hardware and kindred lines free with their wares. It is like the pickpocket joining the crowd and shouting, "Stop thief" to divert attention from himself.

Firearms are particularly attractive for premium purposes and four-fifths of this class of business is "taken care of" by the jobbers. A few do not sell this class of trade, but the ma-

jority do, and their salesmen not only solicited it, but cut prices to get it.

They sell Hardware, cutlery, firearms and everything they can to be given away with gum, candy, cigars, tobacco, patent medicine, soaps, coffee, spices, etc., etc., and hardly a day passes but a manufacturer's attention is called to his goods being used as premiums and by parties he had never heard of before—yet he is blamed.

Jobbers, large and small, both members and non-members of the associations, are "taking care" of this growing evil, and it is absurd for them to deprecate the fact that manufacturers permit their goods to be used for premium purposes.

It is injurious to the manufacturers and retailers and they are both aware of it, and the jobbers to prevent criticisms from the retailers, are trying to place the blame on manufacturers.

They are preaching sophistry which will certainly prove a boomerang.

The leading and best organized firearms manufacturers are refusing this business and have been for some time, and for jobbers to sell this trade and then "weep" because it is being done is to be deplored and means the jobbers are trying to blind the retailers while they steal their profits.

Most of the manufacturers believe the practice wrong and injurious to trade in general, but do not feel like severely criticising their best customers, but the time has come for the jobbers to call a halt, else stop resolving that the manufacturers not sell a class of trade that they (the jobbers) are hungry for.

If it is wrong for manufacturers, and we know it is, it is equally bad for the jobber; yes, worse to create a condition and try to lay the responsibility on those that are innocent: but, of late, the jobbers have tried to curry favor with the retailers, laying responsibility at the door of the manufacturer, who was not as guilty as they, and with success—but in this instance they cannot, as the manufacturers will show up their duplicity.

Soon, some of the jobbers will repent as did the "nigger" discovered stealing chickens, not because of the crime, but because of being caught with the goods.

Truly yours,

X.

Business Prosperity and the Boys

To the Editor:

There is a great deal of "loose talk" nowadays about the opportunities that are open to young men for advancement. We read very interesting stories as to how an employer should so conduct his business as to give the boy or young man who enters his

employment the fullest opportunity for an expansion of his business powers, and open for him a road that leads directly towards the front. All well and good, so far as it goes.

But let me ask you, Mr. Editor, a very pertinent question: Suppose the boy or young man who enters my employment does not show a desire to advance himself, but is inclined to stand pat upon his present opportunities, in what measure am I encouraged to make a special effort in his behalf?

Let me tell you a very evident fact that has more to do than any other one thing with this question of promotion and advancement: It is a condition realized by every employer of help in a store of any size that the employes who come to us nowadays do not begin in any respect to compare favorably with those that began their business careers some fifteen or twenty years ago. It is not due to a lack of education, for the boys who are turned out of our schools at fifteen or sixteen are better educated, with all their defects, than were their fathers of a former generation at the same age. I do not mean by this that they are better grounded in the three or four essentials of education, but for broadness of knowledge and a variety of educational foundation-stones, they are built up better than were their predecessors.

Present prosperity, with which our country is at present over-burdened in some respects, is responsible for this condition of affairs. The establishments that employ help find it almost impossible to secure the services of as many young men and boys as are needed, and as a result the employer cannot begin to train, regulate, discipline and educate his youngest employes with that severity which was possible two decades ago.

I am speaking of my personal experience when I say that there is such a demand for help of this kind in New York City, and possibly elsewhere, that the boy becomes careless and indifferent and ready at any moment, when disciplinary attention is directed to him, to "fly the coop"—if an expression of this sort may be permissible.

In other words, the boy is so certain of securing employment immediately in some other place, that he becomes careless and indifferent about his work, and rather than undergo the discipline which is necessary for his own good, prefers to take his hat, walk up to the cashier's desk, receive his pay envelope, and pass on to some other place.

Perhaps a time may come when the boys will be hunting the merchants rather than the merchants the boys, and in that case a youth who has begun his business career may

find it to his advantage to so devote himself to the employment for which he is paid, that he will take a more fervent interest in holding on to the same than he does now. But as things now stand, the securing of employment is too easy to make him in any way reliable. I regret that this condition of affairs exists, but that it does exist any reliable merchant will inform you.

Respectfully yours,

G.

New York, Nov. 21, 1906.

How Long Credits Work

To the Editor:

Not one word has been said by the *HARDWARE DEALERS' MAGAZINE*, or by any of its correspondents, on the subject of the foolishness of long credits, that I do not heartily and thoroughly indorse.

Let me tell you how it works. A customer owes a dealer a round sum that he is not ready to pay; usually because he has not been asked to pay when the account was due, and when he expected to be asked. He is in need of more goods. His first impulse is to purchase them of the house he is owing, but, on second thought, he concludes that this is not good policy. He does not care to add to his indebtedness, and he certainly does not wish to offer cash for new goods in a store where he is owing for old ones.

What does he do? He sends to another store, makes his purchase and pays spot cash. The result is that his creditor has not only lost the interest on the money that is owing, but has also lost business that ought to have come to him, and would have come to him, had there been no outstanding account.

This state of affairs arises oftener than most creditors have any idea of.

Keep an eye on the accounts. This is one of the big leaks in too many establishments. If you sell a bill of goods on which there is a profit of \$10, and if the account stands until that ten is eaten up with lost interest, how much have you made on the transaction?

Yours for the cause,

EXPERIENCE.

Hardware and Tobacco

A young man employed in a New York Hardware store complained to his father that he did not get on as fast as he ought to; that promotion did not come his way as early as it ought to. "Two or three times lately," he said, "other boys have been picked out for jobs that really belonged to me."

The father thought the matter over for several days, and, being a wise father, held his peace. Then he called on the proprietor of the store and asked him what the matter was. "Sit down for a moment," said the merchant.

"There is something I want to show you." The father took a seat.

The merchant stepped into the next room. He called the young man to him. "Here is a letter I want taken to Blank & Co., and I am in great haste for the answer. Please hurry with it and come back as soon as you can." "Yes, sir," answered the boy, as he went for his hat.

The merchant returned to the father. "Come over here by the window," he said.

The young man went out of the store. No sooner had he closed the door behind him than he reached down into his coat pocket and took out a briar root pipe. He knocked its contents out on the wall and took out his knife. For a full minute he stood scraping the pipe out. Then with great leisure he took out his tobacco pouch, filled the pipe, hunted for a match, struck it and put it to the tobacco. For another minute he smoked away and then started down the street.

"He always does that," said the merchant, "when he thinks no one sees him. It is not the tobacco I object to. But when a boy of eighteen has to have his smoke three or four times in business hours it does not speak well for him, especially when the operation is as tedious as this one."

"You are right," said the father, "and I am much obliged to you."

The next day the young man came down to the store without any pipe. He had promised his father to immediately start on the road to promotion.

American Goods Displayed

An American commercial agent who has been studying the Australian markets says that Great Britain exports the greatest quantity of Hardware to Western Australia, with the United States second and Germany a poor third. In some articles, however, extensively used in that State, the American goods have a commanding lead and will hold it as long as the standard is maintained and the price remains satisfactory. He states that among the American-made commodities which control or are largely represented on that market are saws, axes, edged tools of all kinds, files, harvesting and garden implements, and carriage woodware. In the big show windows of the larger retail hardware stores of Perth, Fremantle, Kalgoorlie, Albany, Bunbury and other western Australian cities, American goods are prominently displayed and present an attractive appearance.

An Australian Hardware store without American wares would be about as interesting to the average buyer as a theatrical show with the star part omitted. The wooden pulley

blocks, used on vessels of all kinds, are imported from the United States, and give excellent satisfaction, but the small gear (fittings, etc.) are all brought out from England and command a large sale. The reason for dividing the source of supply is simply a question of price, for English exporters can lay down fittings at Fremantle at a considerably lower figure than they cost when imported from the United States.

In the importation of Hardware, as in all other commodities, there is no discrimination in favor of or against any exporting country so far as the customs duty is concerned. It would be a difficult as well as useless task to enumerate in detail the duty levied on every article coming under this classification, but, suffice it to say, that in figuring on the cost of laying goods down at Fremantle to compete with commodities imported from other countries, the American manufacturer will only have to consider the initial cost, handling to the seaboard, freight, insurance and exchange for the duty, as wharfage and cartage at Fremantle are the same to all.

Farm Machinery vs. Corn

A man who has been investigating conditions in the northwest, a region which a few years ago was described by Mr. Bryan as needing much economic and monetary legislation for its advancement, tells of a farmer who went to a dealer in carriages and wagons for the purpose of purchasing a top buggy. The one that he selected was priced to him at \$62. The farmer thought this was too much, and said so, adding: "Why, I bought the same kind of a buggy from you ten years ago and it cost me only \$50."

"Yes," replied the dealer, "but you didn't pay for it in cash. You hauled me five hundred bushels of corn to pay for it. If you will haul me five hundred bushels of corn to-day I'll tell you what I'll do. I'll give you the same buggy, a new mowing machine, a sulky and \$16 in cash."

Two American Articles

The Hardware trade and trade associations in England have been discussing for some time, with considerable vehemence the question of price maintenance, and in connection therewith this curious and interesting fact may be noted, that the two great lines which stand the most steadily and progressively for price maintenance, and have so stood from the beginning of this controversy, are of American manufacturing—the carpet sweepers from Grand Rapids, Mich., and the lawn mowers from Newburgh, New York.

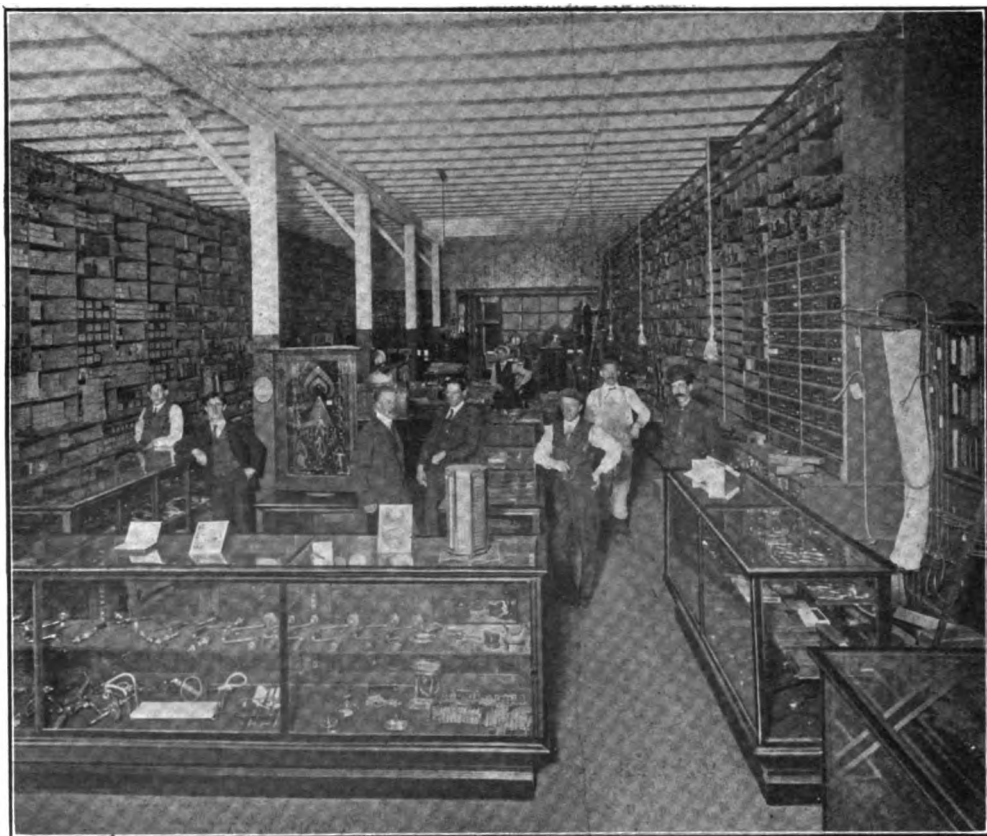
The Palace and the Ruins

There is shown on this page a striking illustration of the energy displayed by the Hardwaremen of San Francisco, Cal., to repair the damages done by the earthquake, and its resultant fire. It is a photograph of the interior of the Palace Hardware Co.'s Store, at Nos. 456-458 Golden Gate avenue. When O. F. Sites, the vice-president and general manager of the Palace Hardware Co., handed to the representative of the *HARDWARE DEAL-*

as to the best magazine to use; over nineteen out of twenty named the same publication."

Said another: "If, as often occurs, the inquirer omits to mention where he saw our advertisement, we write him a letter, enclosing postal card for reply. If he neglects to answer our first letter, we send out a second, enclosing another postal card."

Said another: "Before a piece of advertising goes out of our advertising department, every word and statement has been carefully



PALACE HARDWARE CO., SAN FRANCISCO.

ERS' MAGAZINE, the photograph from which this illustration was made, he said: "It shows the interior of our new store as it appeared sixty days after the fire, and we think it shows that we were not asleep during the confusion."

Advertising Wisdom from Experts

Said one advertising expert when asked as to how he does it: "When in doubt as to the quality of a magazine we write to a responsible firm, who will give us an unbiased opinion. In one case we sent out twenty inquiries

scrutinized. All we know has been put into it."

Said another: "By asking customers ever so often what induced them to buy, we can find out the best pulling copy and the most profitable medium."

Said another: "The easiest way to secure that vital thing, attention, is to have an attractive design. Next, we find it pays to tell the reader what we have to offer, in a few words. We also find it pays to have the name of our concern in large type."

Said another: "We find it never pays to use an advertisement without an argument. An argument makes a man think, and without thought you cannot get action."

Said another: "Advertising matter of the best quality and unique appearance gets the most results. To continually arouse interest you must mold your argument in different attractive forms. The public pays more attention to advertising matter which contains fac-simile handwriting than that made up entirely of printer's type."

Said another: "Money is lost by advertisers through speaking in glittering generalities. In the long run, it pays to tell the truth. The people can't be fooled for an indefinite period. We make our copy as clear and explicit as possible. We don't want business which arises through a misunderstanding of our proposition."

Pumps from the United States

The United States is now sending to India each year by direct shipment about \$50,000 worth of pumps and pumping machinery, most of which passes through Bombay. Hand pumps command the largest sale and a firm at Salem, Ohio, is reported to be the leader in this trade. Some American steam pumps are also imported, and the large number of bungalows or villa residences which form a feature of the life of the well-to-do classes, both European and native, and which require a complete plant for their own use, afford a constant market for pumps of all kinds. Windmills in some sections of the country have a good sale.

In steel shaftings, split pulleys, etc., the American manufacturers have been quite successful in satisfying the requirements of the India mills and they also have been able to meet the prices quoted by the British manufacturers so that a good trade has been obtained. In belting, however, concessions both as to price and as to methods would be necessary if a future hold is to be obtained and maintained. It is said that the Indian market requires that the belting be sold by the pound instead of by running feet, as is done in the United States. The English price is considerably below the American one, and it is claimed that a 300-foot roll bought by poundweight in England, totals one-half less than when bought in the United States. With this discrepancy there is not much chance of extending the American trade until belting is offered by weight, and prices shaded to the English basis.

Agricultural Implements and Hardware

The agricultural industry of Holland is very great, and the country presents a fine market for the makers of agricultural implements and

tools related to the cultivation of the soil. Unfortunately this market is at present principally supplied by Great Britain and Germany, although American farming implements were imported during 1905 to the value of \$201,819. The American mowers and binders are in good favor there and sales for these are gradually increasing, although many of the American manufactured implements are built too light for satisfactory use in Holland. An American who is interested in the extension of our trade in that country says that this is especially true of the American hay rake, which is practically useless there as built for domestic trade, the grass growing very coarse and heavy. The English and German manufacturers understand the conditions of the country and build their implements accordingly. In smaller farming tools the American manufactured articles are well liked and find a ready market in spite of English and German competition. He says: "I am informed by a large dealer in Hardware that American stoves and kitchen utensils can find a good market here if only they be strongly constructed and a reasonable price is demanded. The assertion is often made that first shipments of American articles are always of good quality, but are after followed by those of inferior make. A strong, well made article is wanted first, last and always—one up to the standard in every particular. German and English manufacturers take great care in minute details. The American manufacturer desiring to successfully compete with the manufacturers of these nations must do likewise. I think good sales of American butter churns could be made here, the present importation of this article being of Canadian manufacture. American machine lathes, shafting, hangers, iron and wood pulleys, are finding a good market here."

Muzzles and Collars for Dogs

On January 1 a new law goes into effect in England which is likely to stimulate the sale of dog collars. A regulation has been in existence heretofore which exempted dogs from wearing muzzles, on condition that they were fitted with collars bearing the name and address of the owner. But the new law empowers local authorities to make regulations that all dogs wear collars while in a place of public resort or on a highway. This regulation will not apply to packs of hounds and other dogs which are used for sporting purposes, for the driving and the tending of cattle and sheep or for the capture or destruction of vermin. The practical effect of the new law will be to increase the sale of dog collars, including the work of engraving names and addresses upon them.

JOBBER NOT LOOKING FOR TROUBLE

THE BUSINESS PROPHETS OF THE WHOLESALE HARDWARE TRADE SEE FEW CLOUDS UPON THE HORIZON—THE CROPS A SOURCE OF WEALTH IN ALL PARTS OF THE COUNTRY, AND THE DEMAND FOR GOODS STILL GOES ON—THE OUTLOOK FOR WINTER AND SPRING IS PROMISING.

The Hardware jobbers who have spoken so freely and fully in the letters that follow do not seem to be looking for trouble.

Asked as to which quarter the break in present prosperity will come from, if come it does, they express themselves with caution. In his own heart, and in his own store, the jobber does not see evidences that a break is to come at all, but experience and the reading of commercial history have taught him that the oncoming wave cannot go on forever. There must be a break in the crest somewhere, an ebb in the tide some time. Just when, the jobber says in effect, I do not know. Not this year, and perhaps not next.

But this warning is a good one: Be so prepared as not to be left stranded when it does come.

Boston, Mass.

Brown-Wales Co.: Up to the present time business has been very satisfactory, not only in regard to volume, which, by the way, has been larger this year than ever before, but also from the profits which, with the advancing market, have helped very materially.

The earlier part of the year was not so satisfactory. The sales were large enough, but with the prices as they were, and had been for some time back, the profits were not large. The advancing market has been a great boon therefore. From the present outlook, business will be good all winter, unless it should be an especially severe one.

We are a little fearful that prices will get too high, which, of course, would have a tendency to curtail building, and therefore cut down our sales. However, as a whole future prospects seem to be very bright.

Albany, N. Y.

Charles H. Turner, Albany Hardware & Iron Co.: Hardwaremen are sometimes called upon to answer very puzzling questions. To do this successfully, it would be necessary to establish a Department of Forecasting, and if the same operated satisfactorily, membership in it would command a very high figure. We might not only have money to burn, but to freeze, and it would be difficult to find methods of disposing of it. But in all seriousness to answer the questions which come to us relative to whether a break is coming in prosperity, and if so in what

direction, it certainly does not have any indication that such condition is on its way to this prosperous country for the time being.

We, in common with other dealers, find stocks depleted in certain lines and experience great difficulty in procuring goods in sufficient quantity promptly enough to satisfy the demands of our customers. If stocks are inventoried at the present market prices, it ought to show a good balance sheet. A conservative view, however, would be to inventory at a price not representing quite the highest pitch of the market. Of course, the time may come, we hope not soon, however, when values will be reduced to a different level from those ruling at the present time.

The rapidity with which the dealers, from the largest houses to those doing but a moderate trade, are purchasing goods for spring needs is quite unusual, the volume being so very large, and the ease with which orders are secured by the traveling men who are making their ante-holiday visitations, at times surprises one. The recent moderate advance in nails, wire, strap and tee hinges, justifies the dealer in thinking that instead of any sagging of prices, the lines are being drawn taut in the whole list of goods which make up a hardware dealer's stock.

It is pleasant to report such a favorable condition as something different was the order of the day a few years ago.

Louisville, Ky.

Belknap Hardware & Mfg. Co.: The Ohio Valley seems to be enjoying its fair share of the general prosperity, and judging from the purchases of holiday goods, evidently intends to have a right Merry Christmas when the proper date arrives.

In fact, so ample seems to be the supply of good things that the druggists say they are laying in an extra stock of headache cures and fullfeeling reliefs so as to ensure a Happy New Year to an overfed community.

So far, the commercial alarm clock fails to rouse us to the proper hour of danger, when the tide will turn and the horizon begin to grow black. There is a crying demand to have the wheels of our transportation facilities turn somewhat faster, and attention is now called to our fine, neglected waterways,

which we would like to see well supplied with steamboats, as in the antebellum days. Great carriers of freight, those old Ohio & Mississippi river steamers used to be. While the safety-valve would occasionally stick so that the boiler would break up the games of poker on the upper decks, still it must be confessed that they carried a lot of stuff with very considerable regularity. The interest taken in the Ohio Valley Improvement Association, as well as the meeting looking to deep water navigation from the lakes to the gulf, show that our people still bear in mind what a great and important factor in transportation the steamboat is.

Atchison, Kan.

A. J. Harwi Hardware Co.: The month of October was the banner month for business in the history of this house. Trade certainly was phenomenal and the outlook continues just as favorable as at any time during the year. The acreage of wheat sown this fall was larger than ever before, and it has made a very satisfactory growth and goes into the winter in good shape.

There is a feeling of firmness in all lines of steel and iron goods. There are no declines, but advances every week. It is just possible that prices are being inflated too much and that we are nearing the danger line. The leading interests in the wire and nail trade are maintaining prices nearer the real level than any other large interest, and we believe show exceptional wisdom in curbing unwise advances.

A break in the present prosperity is not in sight. It will come whenever there will be a general failure of crops, for the writer is a firm believer in this fact, that the entire prosperity of this country rests on an agricultural basis, and so long as the farmers continue to harvest good crops prosperity will continue. Let there be a failure in the corn, wheat or cotton crops, and the reaction will set in. Just at this time, however, we may continue to feel optimistic, for there are no dark clouds in sight yet.

Burlington, Iowa

Robert Donahue Iron & Hardware Co.: Conditions as they exist through this region could not be improved upon. Orders are coming in steadily, and the greatest trouble we see for the present is to obtain goods to fill orders. Collections are better.

For the future we see no immediate cause for alarm. The bountiful harvest will assure us present conditions for the first half of 1907. The results of the fall elections show the people generally are demanding the

control of corporations, following the lead of President Roosevelt.

In this State Governor Cummins is elected on the platform of corporate control and revision of the tariff. The ticket was unmercifully scratched, showing that the voter is doing his own thinking. With good crops we see nothing alarming.

Atlanta, Ga.

King Hardware Co.: We are sorry to state that our section does not seem to be enjoying the great prosperity that prevails in other sections, and we are inclined to believe prices are reaching a dangerous point. As we see it, a reaction must set in some time, but just when we do not know, but the danger that confronts every manufacturer or manager of any enterprise will be when his expense account has risen beyond any previous point and is based on the present increased volume of business; therefore, if there is a shrinkage in the volume and shrinkage in the gross percentage of profits, there must be a falling off in the net profits at the end of the year. The conditions mentioned must come; just when we cannot say, but it will be a period of great concern, as an expense account is perhaps the hardest thing of all for a manager to readjust.

Sanford, Fla.

Geo. H. Fernald Hardware Co.: The Hardware situation in this section is steady. Sanford is the celery center. About one hundred acres of new gardens have been cleared, tilled and irrigated. Celery plants are now up. The seed beds are planted in September. Lettuce is now grown and shipped in November and December. Celery is set out when the lettuce goes, and is shipped in March and April. Garden tools and general farm supplies have had a good sale. There is, no doubt, room for improvement in many ways, but things in general are running pretty even.

Council Bluffs, Iowa

Empkie-Shugart-Hill Co.: The business situation in this territory looks as favorable in all directions as it is possible. Good crops, and the same nearly all secured, and fair prices. Collections are good, and the volume of business is certainly holding up remarkably well for the time of the year.

We can see nothing in the near future to disturb the present business outlook, and which, in our opinion, will only be broken by a failure of crops. This latter we are not accustomed to in this territory. Western Iowa does not know such a thing as a failure of crops. Of course, further west this is more liable to occur.

Des Moines, Iowa

Luthe Hardware Co.: Commercial and industrial conditions are as well off in Iowa at present as we have ever known them to be, and we have been keeping pretty close tab on all such matters for the past twenty-five years.

While manufacturing is increasing annually in Iowa, her chief revenues are derived from the sale of food and life-sustaining products, in the raising of which she excels. All crops matured successfully this season, and the yield was very large. Prices on all soil products, live stock, etc., are such as to afford good profits to the producer. Take on the single item of corn, which is a mere incident with us, although it is one of our main products; the crop this year brings into the State \$150,000,000. We have less than 2,500,000 population, and that one item of our soil products means an increase in wealth of \$60 per capita added to that of our State.

While the Iowa farmer is commanding good prices for the products which he offers for sale, he is ready and prepared to recognize correspondingly fair prices on manufactured wares which he requires in his pursuits, knowing that high-priced farm products and low-priced factory products represent contradictory or opposite conditions. In our opinion present favorable conditions can be perpetuated into the remote future if no series of crop failures occur in the central west; and if our present administrative policy is not interfered with.

Tariff ripping will have as much influence toward undoing the present state of prosperity as a succession of crop failures.

Chicago, Ill.

Wells & Nellegar Co.: The average Hardware jobber ought to feel very well pleased as he approaches the season for inventory, from the fact that manufacturers, merchants and farmers alike have been blessed a number of months past with an active demand at good prices for that which they had to exchange for money. Excepting in the stock broker's market and on Wall Street, there does not seem to be anything in present conditions that would indicate anything except fairly prosperous times for the next six months to come.

Trade papers seem to have a great deal to say about the market for raw material in iron and steel being sold up for the first half of 1907, and if these statements are true, future prospects for the Hardware jobbers of the northwest seem to be especially bright.

It is possible that some danger may be apprehended from the fact that many articles in the Hardware line have been advancing quite rapidly, and it seems as though many

articles ought not to be advanced any farther. At the same time manufacturers tell us there is quite a scarcity of goods, and that the demand more than equals the supply. This being the case, they may be tempted to advance prices too much, and in that event they will surely have to come down again.

Our traveling force seems to have no difficulty in taking a little more than the average number of orders, both for present and future delivery. We can see no clouds looming up on the horizon of the near future.

Pittsburg, Pa.

Bindley Hardware Co.: As far as we can see, the sky is clear for remarkably good business throughout the winter and through the early half of next year. All indications, judging from reports from manufacturers, point to an excellent demand for manufactured products. You can rest assured Pittsburg is no exception to this with her tremendous tonnage. Manufacturers, both large and small, report themselves with orders on hand that will keep them busy four, six and eight months, and with the spring business that is bound to come from such condition of affairs, it would be strange if anything but prosperity could be seen. As far as matter of break in our present prosperity, the very heavy demand will possibly let up sooner or later, but any manufacturers we have talked to do not see but that they are going to be pushed for some considerable time yet.

Oakland, Cal.

Holbrook, Merrill & Stetson: We have not been able to write earlier because of the rush of business; and this tells the tale with us. The question now is not one of finding customers, but of getting the goods. While we understand that the whole country is unusually prosperous, the demand created by the efforts to speedily restore our city taxes our energies beyond any precedent. Therefore, we trust you will pardon us for not writing a longer letter.

Cleveland, O.

Lockwood-Taylor Hardware Co.: The barometer is rising. What that indicates depends on the direction of the wind and its velocity. It is certain that the big combinations cannot be charged with causing it, as there is plenty of evidence that they have opposed it, and the other manufacturers have tried to prevent it. Jobbers dread it as they would a contagion, and retailers have not desired it, yet it looms up threatening the future. You, Mr. Editor, ought to tell us where the guilt lies, before high prices decree consumption and create an overstock making

prices below cost, bringing a financial panic and bankruptcy to capitalists and turning employes into tramps.

Has the increase of gold changed the ratio, increased the cost of living and wages, so that farmers and laborers have more money to spend, creating an exorbitant demand?

The storm center seems to be with the consumer. The anxiety to serve him is the motive power moving the retailer, jobber and manufacturer. His increased ability to demand lies in his increased ability to pay. The class of people who spend instead of hoarding their money seem to be in control, pushing conservatives to the rear.

Please tell us how this thing is and who is to blame for such good times, for it seems very difficult to analyze the situation.

All past records are being broken in sales. All lines advancing. Collections are good.

Kansas City, Mo.

Bonniwell-Calvin Iron Co.: The fall trade in Kansas City has been all we could ask, if volume only were considered; but the fly in the ointment has been the difficulty in taking proper care of it. It seems that the demand for goods has grown far beyond that which the manufacturers expected, and harassing delays have been the result.

This complaint is general in nearly all lines, and to these delays have been added the inability of the transportation companies to make prompt delivery. It seems strange that in this age of railway multiplication such an overstrained capacity could be possible, especially as it is not a far cry to the time when the railroads were in advance of the trade requirements; the time when their cars were running empty and their earnings were not enough to keep them out of the hands of the receiver.

The hardship of this insufficient service is felt in more ways than one. It is holding back the marketing of our abundant crops, which makes money scarce and collections slow. The western farmer this year is both able and willing to help in bettering the present financial situation, but his good intentions count for little so long as his bins are full of grain, and his pocketbook is empty.

As to how long this prosperity will last, we can only say that the history which repeats itself warns us that it will not last always. The how the break will come, the when and the where, is a matter of conjecture. It may come from some source we least expect at present. However, we are unable to see any immediate danger, as there can be no radical change in the economic policy of the government for two years to come, and the rise in

interest rates may work for good by checking the temptation of overbuying, overproducing and overspeculation. This favorable outlook, however, should not deter the prudent man from being prepared for the day of adversity, which is sure to come, and this very prudence may be the means of delaying its coming.

Springfield, O.

Springfield Hardware Co.: We are certainly feeling happy over the fall trade, as we believe every merchant in Ohio feels at this time. The present conditions could not be better, and the future prospects in the way of trade look bright for a long time to come. We have no conditions in this locality that would indicate any trouble, or anything other than real prosperity. We do not look for a break in the immediate future and cannot see far enough ahead to find one coming, unless it be through the means of the radical advances that are being made along very many lines. We do feel that this is a great mistake. Legitimate advances are all right, but one thing that does real damage to a business community quicker than anything else is the taking advantage of the market by making these radical changes in prices by manufacturers and jobbers.

The time will come, and must come, when prices will have to be let down again, and it would be very much better, in the opinion of the writer, to make the advances only *real* ones than fictitious ones, and we feel that we are voicing the sentiments of every merchant in the State.

Baton Rouge, La.

Doherty Hardware Co.: Last season our immediate section had a very poor crop, and consequently business was dull. The crops are good this season and business has been good. We have every reason to believe that spring trade will be heavy. We see no reason for this prosperous condition not to continue.

Little Rock, Ark.

Fones Bros. Hardware Co.: In our section cotton is moving very freely, and, of course, business is very good on that account. Prospects seem flattering for the balance of the season; also for spring trade. We do not fear a break of the present prosperity for some time to come.

St. Louis, Mo.

New Paddock-Hawley Co.: Fall trade is all that we could expect, in view of the scarcity of goods in staple lines, delay in shipments from factory, and shortage of cars. All conditions seem to be most favorable to good business during the ensuing year.

Greensboro, N. C.

Odell Hardware Co.: Our views of the present condition are that it is very changeable; are satisfied that the manufacturers are making a mistake in the extreme advances which they are putting on goods. They can get these prices now because there is a great demand for goods, and men are willing to pay these premiums simply to get these goods. There is nothing to justify it.

There was an opening for a small advance, but the way in which they have gone with this thing must eventually work hardships to the jobbing trade, and any jobber who buys these goods ahead to-day with the expectation of their remaining up will find himself in a short while with his shelves full of goods at a high price and will find it difficult to get rid of them. We do not think the break will come before spring, and possibly summer, but she is coming, sure as you are born.

The whole trouble of this country is we are drunken with success, and throw discretion to the winds, and somebody is going to get hurt if they don't stop this nonsense

Detroit, Mich.

Buhl Sons Co.: Business during the fall has been very satisfactory, and we look for a very large trade through the balance of this year. We also look for a very good holiday trade. Spring futures have been very satisfactory, and we think the spring business will be equal, if not better, than last spring.

Natchez, Miss.

Baker McDowell Hardware Co.: Trade prospects for winter and spring are excellent, though the cotton crop in this section has suffered severe damage owing to storms, this has, in a great measure, been compensated for by the increased price of the staple. Everybody seems hopeful of a reasonable amount of prosperity. As to the holiday trade, we expect to do a very satisfactory trade. We find no difficulty in adding new lines, provided the article has merit and the retailers find it a good seller. On the whole, we are quite optimistic as to the future, even though we do not anticipate the volume of business to be phenomenal.

New York City

Schoverling, Daly & Gales: The philosopher says that occupation is contentment; therefore we ought to feel happy over the fall trade, for we certainly have been busy enough to make us happy.

You talk about inventory, but it hardly seems as if we had got past the Fourth of July; there doesn't seem to be much difference

in trade between August and November; we were busy then, we are busier now; there doesn't seem to be much let-up.

The trouble all around appears to be the difficulty in getting the goods, and yet it doesn't seem to make any serious spirit of inflation. People are handling their stocks carefully and ordering conservatively, doubtless placing somewhat larger orders where the goods are very slow in coming, and yet we know of many cases where dealers have taken the opposite position and simply say, "if you cannot ship now, cancel the order," so that despite the present remarkably strong trade conditions, there doesn't seem to be any serious inflation.

In fact, there doesn't seem to be as much optimism as the situation warrants. People seem to be made conservative by the outcry of the political terrorists or by the spirit of investigation, which seems to pervade the community at large, and the legislators in particular. In this respect it is probably a good thing, as it helps to keep something of a weight on the head of the otherwise too enthusiastic Yankee; in a word, conditions are 'good enough.' We must simply repeat the old saw, sell the best goods you can get, make a living profit and when you make an agreement, keep it in spirit as well as in letter.

The last thought suggests the weak spot in the dyke—the fly in the ointment.

Montgomery & Co.: Trade has been very good for the past few months. That is to say, the quantity of orders has been all that one could expect, but the percentage of profits has been very, very small. It seems that there is a tendency on the part of the manufacturers to put the screws to the dealer simply because they happen to be rushed.

We are very optimistic for the future, and we are not willing now to prognosticate or even think from which direction the break in the present prosperity is liable to come. There are many things that could happen that might stem the tide of good times, but we hope they will fail to materialize, and that the present conditions will exist for some time to come. That these times cannot keep up for an indefinite time is a certainty, because, if nothing else intervenes, there is bound to be an over-production, and as soon as that comes, everything goes to smash. It's been the cause of trouble in the past—it will probably be the trouble in the future.

Smith & Hemenway Co.: The outlook appears good to us, and we see no dark clouds in view as yet. The great difficulty at the present time seems to be to get goods from the factories, as they are so overcrowded that

deliveries are much longer delayed than usual. We have been quite fortunate in this regard, and have pleased most of our customers. In a few cases it has been impossible because the goods were wanted immediately and the factory could not give immediate shipment.

In view of the great demand for goods and the increase in the cost for all material and labor, the general advance in most lines of Hardware would appear to us to be unwarranted. In very few cases have the advances in price been out of proportion, and in some cases the increase in the price has been modest.

He Sold a Bill of Hardware

"Let me tell you, boys, one thing that I have learned in my travels. That is, that it pays to hang on. And hang on to a merchant until he gives you an order. Never let go—never—is my motto."

The speaker was a member of a group of traveling salesmen who, on a Saturday night, had met about the stove of a hotel in Jamestown, near Chautauqua Lake. He was the youngest member of the group, and he looked very young.

There was silence for a moment. Then up spoke "the old man," as the boys on the road call him, a veteran salesman for a Hardware factory in New Britain. He asked:

"How long have you been on the road, my son?"

"Two years, and upwards."

"I might have guessed the two years, but never the upwards."

"That's a good while, ain't it?" the young man asked, resentfully.

"It's long enough to get some of one's eye-teeth cut," the veteran answered. "But not near enough for his wisdom teeth."

The talk was general for a time, and then "the old man" said: "Some of the things you boys have been putting forward as wisdom born of experience, remind me of an incident that befell me quite a while ago, when I was as fresh as some of you about this stove. There was a merchant on my route whom I had never been able to get next to. I tried all sorts of ways, and hung on to him with the persistent tenacity that 'Bub' here has so glowingly described and vouched for. I kept at him until I became as tired of him as he was of me. Finally, in a desperate endeavor to get rid of me, he said: 'If you will go away and let me alone this time, I will promise to give you an order the next time you come around.' 'Do you mean it?' I asked. 'On the very next time?' 'I do,' he said, and I packed up my grip and went away.

"That's where I should have stood pat, but

in my haste to push a good thing, I saw a scheme better than that. I worked a couple of towns out beyond him, on the Erie line, and then doubled on my tracks, and in three days I was back again at his store. I marched in as bold as brass, and said: 'Here I am. Next time around. Now come up to time and load me down.'

"He didn't fall on my neck. In fact, he looked as though I had handed him a lemon. 'Is this your next trip?' he asked. 'It is,' I answered breezily. 'You know a promise is a promise, and here I am!' 'Oh, I won't go back on my word,' he answered, and I began to unpack my grip.

"He took a full hour going over the samples. Finally he said: 'Really, I don't need anything, but as you seem bound to hold me to my promise, I don't see how I can back down.' 'You can't,' I answered, and out came my order book. And this is what he gave me and all he gave me: One quarter dozen mouse traps and one-sixth dozen curry combs!

"And I visited that town for a half dozen years, and never sold him another thing!"

A Relic of the Hardware Club

Said John Leonard Varick, the present, and seventh, president of the Hardware Club of New York: "I was looking over some old papers the other day and came across this interesting and suggestive relic of our early days." He took from his pocket a dingy and timeworn circular. On one page was a picture of the building in which the club has been for so many years located. On another was a diagram of the club rooms as they were then laid out—very different in several essentials from what they afterward became.

"When that circular was issued," said President Varick, "we were nothing but a club on paper. We had a membership list, some money and officials, but no place to meet. So we did not meet as a club, but abided in a faithful hope. We were negotiating for our present quarters, but the arrangement had not been completed."

The limit of membership was then set at five hundred, but has been since raised to six hundred. Even this has not met the demand of those who would like to become members, and there is a waiting list of 100 or more.

"We made a number of promises in that circular, which was, in effect, an appeal for members," Mr. Varick added, "and we have a right to feel that they have been more than kept. There was not one of us who looked forward to so fine a record as the Hardware Club has made, and to the success it has already achieved."

AMERICAN MANUFACTURER ON FOREIGN TRADE

F. S. Kretsinger, president of the American Fork & Hoe Co., Cleveland, and ex-president of the American Hardware Manufacturers' Association, spent a pleasant summer in Europe, attending a great deal more to pleasure than to business. He kept his eye open, however, as to the possibilities for increased American trade.

Asked by a representative of the **HARDWARE DEALERS' MAGAZINE**, who had called at his office, to mention some of the results of his observations, Mr. Kretsinger said:

"I came to the conclusion that American Hardware manufacturers generally are having only a small part of business, which is open to them in Europe, and all because they do not go for it in a correct, energetic and systematic manner. While all lines of Hardware, or all articles now popular and readily salable to domestic trade, might not meet with sale in Europe, there are thousands of articles, which could and would be sold, and at a fair margin, if once properly introduced.

"The growth in this country, in population and material wealth, and its wonderful productions from mines, forests and fields, have made such a demand on our factories for their products that there has been little, and, in most instances, no incentive, to work for or even to invite foreign trade.

"The time will come, however, when domestic trade conditions will change and sellers will be contending for orders, and then to those who cultivate foreign trade, that market will be a source of relief.

"The common, and I might say, valuable, channel through which foreign trade is generally reached, is the expert commission man. He is a convenience to both buyer and seller, especially in the matter of selling small quantities, or buying small quantities of many articles. In combining them in one shipment frequently he can save the buyer in freights, and, in some instances, quote the buyer, covering both freight and duties, and in making him prices in foreign money. His interest ceases, however, when he makes his purchases and obtains his commission. He is not particularly interested in building up a direct business for the manufacturer or introducing new goods. If the manufacturer wishes to get close to the foreign buyer to introduce his goods and novelties, he must have a man on the ground—one who is a complete master of German and French, as well as English language—one fully familiar with his goods, a knowledge of how they are made and their cost, and he must

exhibit samples, not only to the wholesaler, but assist in creating the demand by showing them to the retailers. It will be to the salesman's decided advantage, if his price list is printed in German, and if the prices are in German money, besides it would be well if he were able and prepared to quote net prices covering duty and freight, either to destination or landing port on the other side.

"All this can be done, however, only where the line made is long enough and business large enough to bring large orders with sufficient margin to cover such direct heavy salesmanship expenses.

"A very important matter in selling foreign trade is for the manufacturer to protect himself by trade-marks and patents, on the names as well as on the mechanical features of his wares, else the foreign manufacturer, and in Germany in particular, will not only imitate, but will actually rob him of his rights.

"Many articles salable here cannot be sold there, because something equally as good or better, is already on the market, or something nearly as good, at possibly a lower price, and particularly when freight and duties are taken into consideration. Germany and France are protecting themselves quite as much as the United States is doing against foreign competition, by heavy duties.

"A full investigation should be made before any American manufacturer enters that field and he should then be in a position to execute all orders promptly and not in any case substitute."

Sales of Agricultural Machinery

An unexpectedly large trade is reported from some parts of Russia in the higher classes of agricultural machines and implements. An American who is located at Odessa gives it as his opinion that the disorganized condition of Russian factory life does not indicate a speedy change in the demand. He says that shortened hours of labor, added to the advance in wages, make impossible the production of a machine in Russia good and cheap enough to compete with those of foreign make. The greatest trouble in the matter of the introduction of foreign machinery lies in the fact that those foreign firms, who do not send out their own agents, experience serious difficulty in finding suitable, honest and energetic agents, who will not allow the firms they represent to become the victims of such retailing middlemen as do not enjoy a good reputation for integrity.

A Wholesale Hardware Club

There have been so many prominent English Hardwaremen the guests of the Hardware Club of New York during the past dozen years that the idea is taking root across the sea that something of the same sort would be good for London; or so near to the American scheme as British ideas would permit.

There has been a movement of this sort in the wholesale Hardware trade of London for some months, and is now assuming a definite shape. The proposed club, to consist of the leading wholesale Hardware houses, was originally intended for purely social purposes, and as such serves a useful purpose in bringing together men with common commercial interests and instincts. The president of the club is Oswald Nettlefold, of Nettlefold, Ltd. One of those most interested in the development of the movement says: "It is impossible at the moment to say what the full development of the club will be, but their immediate interests have lain in the direction of acting together in the matter of insolvent estates. Co-operation on the part of wholesalers in these matters is of the greatest possible value, inasmuch as they can judge whether it is wiser temporarily to refrain from pressing a small creditor, or immediately to seize the estate. It is obvious that much work lies before such an organization whose members have among them on their books probably every retail name in the three kingdoms, but our readers may look for further interesting developments in the near future."

Plows in Norway

A United States agent, located in Norway, declares that the prospects for selling American plows in that country are not encouraging. Of those in use about 90 per cent. are of domestic manufacture. The duty, which is 10 per cent. ad valorem, and the cost of freight make it difficult to compete with native manufacturers whose factories are equipped with modern machinery, and one of which has made and sold 4,500 plows of one special model during the last four years.

Protecting the Cutlery Mark

A very decided effort is being made in Sheffield to prevent the marking of foreign-made cutlery in such a way as will convey the impression that it is of the Sheffield manufacture. The plan under consideration is to so mark the Sheffield-made goods as will distinguish the genuine from the imitation, but it is pointed out by authorities in England that it would be very difficult to discover any mark which would show conclusively that the goods had been made in England, and would still be out of reach of infringers or imitators.

The Scotch Hardware Exhibition

The Scotchman is evidently interested, to a greater or less degree, in the Scotch Hardware Exhibition, the second one of which recently closed in Glasgow. It was attended by a large number of Scotch Hardwaremen who keenly criticised and carefully examined the novelties and new patterns of this season's goods which the British and other manufacturers had provided for their inspection. The affair was described by its managers as essentially a "business exhibition" and the admission of the general public, so common in America, was not permitted, as no one was allowed to attend except members of the Hardware trade.

The list of exhibitions shows that almost everything in the line of Hardware—from a pudding steamer to tools for bricklayers and carpenters, was on exhibition. It was noticed, however, that the largest proportion of goods shown consisted of those for household and especially for kitchen use. The gas lighting and cooking appliances were very much in evidence. The probability seems to be that this show has become a permanent fixture of the Scotch Hardware business and that one will be given each year.

Ivory Handled Cutlery

The manufacturers of cutlery in Sheffield are facing a marked advance of certain raw materials which may affect seriously the price at which the finished article can be placed upon the market. Celluloid has advanced about 10 per cent., and even more serious than this is the recent advances in the price of ivory. Within a short time past this material has advanced £12 per hundredweight in price. For a number of years past the Sheffield buyers who have attended the ivory auction sales have declined to bid because they could not afford the prices paid for ivory by American manufacturers of piano keys, who were apparently in need of all of the stock that was offered. It is said, on good authority, that in the past three months Sheffield has cut up for use the smallest amount of ivory ever before used in that period of time.

With Good Intentions

A Hardware merchant of the West, who saw a somewhat original business letter in a recent issue of the *HARDWARE DEALERS' MAGAZINE*, contributes a like epistle which fell into his hands some days ago. It was as follows:

"Gents I moust thank you for your pacions on me money has Bin so Scrusse her that I cud not git it eny sooner for you ef ther is eny Intrust on my account. Please writh me and I will Send it in to you. I am Sorry I have kep you wayten So loung yours with meny thanks."

STOVES IN THE HARDWARE STORE

LOGICALLY STOVES BELONG TO THE HARDWAREMAN—
OPINIONS DIFFER AS TO ONE OR MORE LINES—
METHODS FOR MEETING CATALOGUE COMPETITION—DIS-
COUNTS FOR CASH—INSTALMENT SELLING—USING
MANUFACTURERS' ADVERTISING SERVICE.

The following questions were propounded to a number of successful Hardware stores handling Stoves. Their letters, which follow, are therefore interesting in the extreme, as they embody the practical experiences of many years. To the inexperienced Hardwareman, who is about to handle Stoves, they are invaluable; the older dealer may glean many profitable points to incorporate in his business:

1. Why should a Hardware dealer handle Stoves?
2. Is it better to handle one, or more than one, line of Stoves?
3. Meeting mail order house Stove competition.
4. Relative advantages of instalment or cash selling of Stoves.
5. Methods of advertising followed.
6. What particular knowledge should the proprietor or his clerks possess to sell Stoves?

Some Most Interesting Experiences

1. Because it is a part of the Hardware business as established by our forefathers, and because when a newly-married couple are fitting out a house there is scarcely a thing that a good Hardwareman handles but what they can use in making their start in life.

2. Regarding this we are forced to admit for many reasons that it is much better to handle one kind than a mixture, providing you are so situated that you get the right line and one that is large enough to supply all the wants of your trade. We have tried both these and find from experience that it is very much easier to sell one line of Stoves, because no matter whether it be a heater or a range you will stop and explain all of the good features that your stove possesses that the other fellow hasn't got, and by the time you get through it is only a question of "What size do you want?"

3. While we are situated within 138 miles of Chicago, the hub of mail order house competition, we must admit we lose a very small percentage to them. We tell our customer that the world is large and that there is a sucker born every minute, that the catalogue houses do business with the people of the world, while we are doing business with a

small city of 25,000 inhabitants, and that if we were to sell the same identical Stoves that they do, we could sell them for the same price, and if the oven should warp or crack within a period of five years, more or less, you would always remember where you purchased that stove, but you would have forgotten the price that you paid for it; in other words, we always pound on quality and not on the price. Our motto is that quality remains long after the price is forgotten.

4. In this particular we wish to say that we make a business of selling Stoves on time; in fact, we advertise the fact largely, and we know positively that our business has doubled and tripled. By pushing this point forward, it enables us to make larger profits and sells a better grade of goods every time. Of course, for the cash buyer we make them a discount of 5 per cent. By pushing the time payment scheme we don't want you to think we are discouraging cash business because we advertise cash discount 3½ per cent. to all for cash purchases. The way this is done, we use a multiple drawer National cash register and issue a check for every cash purchase, no matter how small. By this means we have increased our cash sales by leaps and bounds.

5. In this respect, will say that advertising we think is a profession in itself, and we don't pretend to handle this ourselves. However, we know we are exceedingly fortunate in securing the services of the great advertising department of the Stove manufacturers we represent. They give us a service free that would cost us otherwise into the thousands and would make it impossible for us to use, but by following their instructions to the letter we can frankly and truthfully say that for every dollar spent for newspaper advertising we see five dollars roll in our front doors. We think for a retail concern, newspaper advertising rightly gotten up and by always keeping fresh and catchy copy before the public, is one of the many right ways of advertising.

6. He should learn to be something of a judge of human nature in order to know how to handle his customer first. He should also possess the knowledge of how his competitors' stoves are made and put forward; the superior qualities of his own, never knocking

his competitors', but ever boosting his own, and in order to gain the proper knowledge of his own, a visit to the factory is very essential. I went to the expense of sending two of my clerks to the factory last July, and they spent four days' hard work going through each department, and seeing the stoves made from the pig iron pile to the crating department, and the results positively show that I have been repaid ten to one. It goes without saying that I had visited the factory twice before sending them.

In conclusion would say, if any single one of your readers can gain any knowledge from the above communication, I would feel amply repaid.

A. G. KRONCKE.

Can Only be One Kind, That "Is Best"

We think the dealer in stoves should confine himself to only one line if anyway possible. Sometimes we have a dealer in a town who will handle our range, and besides that, another one, but that will not last very long. He will soon discover that he cannot represent two different makes of ranges as both being the best. There is only one kind, that is "the best."

A STOVE MANUFACTURER.

Meeting Competition Simply a Matter of Advertising

We consider it better to handle one line of stoves rather than several, because in deciding upon one line a dealer decides upon what he considers the best line, and in handling only one line that he considers best, he can conscientiously devote more and better effort to a single line.

Meeting mail order house competition is simply a matter of advertising, or in other words, intelligent salesmanship.

Instalment selling of stoves has recommendation that if the instalment business is carefully handled, it makes friends among people who have small capital, but are just the people who are likely to use something every now and then in the Hardware line and are liable to buy more frequently by buying on the instalment plan and to place all their business in the Hardware line with the man they are buying stoves of. It is better, also, to have a host of customers who buy a small amount than it is to have just a few of them who buy a big amount. It is better, not only because of the advertising feature where a firm does business on a basis that commends itself to its customers, but it is better also because of reducing the percentage of possible losses from uncollectable accounts.

As far as advertising is concerned, the liberal use of newspaper space is to be greatly commended; also the issuance of a suggestive bulletin of different articles of merit of general use with the prices prominently displayed, that would be mailed out monthly.

A practical knowledge that would assist a proprietor or his clerks in selling stoves is knowledge of the different heat units contained in different fuels, and the percentage of heat developed by different fuels used in different cities and burned carefully and carelessly, to enable him to put up an interesting talk to his customer that would have as its groundwork and roof, economy, for when you get down to bed rock, there is nothing that appeals to people, rich as well as poor, as economy. Everybody wants to save.

H. Co.

Large Volume of Business and Small Profits

Conditions vary a great deal with the dealers' surroundings. We should like to run a Hardware store entirely with light goods and have a neat, clean business with small expense, but in a town the size of ours, the volume of business would not be large enough to be profitable. We take on every line we think we can see a profit in, such as roofing pitch, Portland cement, Mason fruit jars, kerosene and gasoline in tank carloads, and we handle stoves for the same reason that we do other goods, to get volume of business, as we have more faith in the ultimate success of the business that is large and the profits less, than in a small business with larger margin of profit. We formerly handled one line of stoves, but for a number of years now do not hesitate to buy any line that is heavy and substantial, if the price suits us. We make no attempt to meet mail order prices on stoves, but carry one sample cheap range to show the difference between it and a good one. We sell stoves on instalments to parties of reasonable credit rating, but not where the stove is the only security for the account. Like in every other line, the more a salesman knows about the construction and good points of a stove the better the chance of making profitable sales. We regard stoves as the most expensive line to handle that we have, and they should be sold on a gross profit of at least 50 per cent. above their net cost, or the profit will be consumed in polishing, delivering, taking bricks out of chimneys, replacing fire-cracks and looking after unreasonable complaints.

POWERS & WILLIAMS.

Never Let a Stove Customer Get Out of Your Store

1. Because it is a legitimate adjunct to his business, under the changing contents of merchandising in the twentieth century.

2. By all means handle at least two lines, and if convenient three lines—a very cheap line, medium line, and the best thing you can get.

3. Never let a customer get out of your store when you are selling stoves, because, if you carry three lines of stoves, you can meet any mail order house prices.

4. It is less annoyance to the dealer to have spot cash, and a much smaller margin, but if not, sell to all customers that you can get a chattel mortgage, or lien upon the stove, upon the instalment plan, and ask instalment house prices for same.

because you can buy cheaper and save money in getting repairs.

Mail order houses sell a very few stoves in our vicinity and we think their trade is less than some years ago; their customers have so much trouble with future repairs that they rarely buy the second time.

Sell stoves for cash and on the instalment plan, and give the fellow that pays cash a small discount. We find the instalment plan works very well and the losses are very slight. It increases one's trade.

Advertise in the newspapers and nowhere else, for you get better results.

A store man that does not know a stove from urn to leg had better retire. It's a wise plan to go over the features of a stove with your clerks and post them on every detail, for you may think they talk stove all right.



WINDOW DISPLAYS BY KIEFFER-HAESSLER HARDWARE CO., MILWAUKEE, WIS.

5. Let the quality of the stoves sold talk for themselves, and, second, use the forms of advertisements that are furnished by the larger stove concerns.

6. Both proprietors and clerks are liable at any time to find themselves upon the floor with a customer who wishes to purchase a stove, and it is due the customer as well as the one talking, that he should be able to describe the stove from A to Z; able to tear apart and build up, and show the entire mode of manufacture and give all necessary information that a customer might want.

THE JOHNSON HARDWARE CO.

Post Clerks on Stoves from Urn to Legs

Every Hardware store should handle stoves as people all look to such stores for stoves. It is wise to handle only one line, so far as possible. At times you cannot buy your complete line from one firm, but buy all you can,

but they often omit details that would sell the stove.

Last, buy only stoves made by a first-class manufacturer, one that knows how to make stoves, one with long experience in the work, and he will furnish you with a stove that will always work, and with many features that the new man don't put in his goods.

C. J. RUMSEY & Co.

Sells Cash Stoves at \$5 Profit

A Hardware dealer should handle stoves and should handle only one line of stoves. Secure the agency for a line that gives entire satisfaction, and one you can recommend and guarantee, or no sale. I do not sell any stoves on the instalment plan; sell to every person at the same price, considering \$5 to be a good profit on heating stoves that cost \$19, and cash or a bankable note, due in 60 days, with 6 per cent. interest, are my terms on stoves.

If I should sell on the instalment plan, I would ask more than the above profit on a stove.

Advertise stoves in our paper and refer people to those that have bought the past five years.

A Hardware dealer, also his clerks, should be posted on the line of stoves, and should be ready to explain and answer any question that a customer should ask about the stove. I have had kicks made to me by people that brought stoves from mail order houses and want me to send for repairs for same. I do not try to get repairs for a stove unless they can give me the name and number of stove; also who manufactures same. I sometimes get notions into my head that I will not handle stoves another season, but always change before the season opens up, and put in the same old stand-bys.

JOHN G. CANNON.

Stick to One Price—Sale or no Sale

1. Because his customers want them.
 2. Better handle one line as far as possible; only add to it from other lines as demanded.
 3. Ignore mail order competition entirely; keep on hand only good, reliable goods, and sell on small profits and customers will buy.
 4. Sell for cash, or its equivalent.
 - 5.—The best advertising is to make the price right.
 6. Experience, coupled with a reputation for honesty and fair dealing.
- Make your customer the best possible price you can at first, and maintain it. If he wants to "jew" the price down tell him kindly you have made the best price possible, and stick to it—sale or no sale.

C. W. BARNEY.

Stoves Should Occupy a Prominent Position

We think stoves properly belong to the Hardware trade as they create a trade for housefurnishing supplies, many of which are not to be found in other stores outside of the largest cities. It is advisable to handle only one line as far as possible. It is better for the retailer and also the jobber, where a dealer handles several varieties. In many instances a customer asks which one is the best, and it places a dealer in an embarrassing position and often creates the impression that he does not understand his business. In advertising we also find one line more desirable, as then it becomes associated with your business. We employ the local papers almost exclusively to advertise our stoves, and use electros showing the goods and prices. Our experience in handling the mail order house competition has been to carefully explain the

many points of superiority of our stoves over those of the mail order houses, and if it is a desirable customer, we rarely lose a sale. A proprietor and the clerks who sell the stoves should by all means thoroughly understand all about them and also be informed on those made by other manufacturers, although it is better not to bring this knowledge before the customer unless forced to do so in defense of your own goods. We would also suggest the necessity of having stoves occupy a very prominent position in the store, kept nicely blacked and free from rust, thereby making them just as attractive as possible, and the results will be satisfactory.

BROADBOOKS & RANGER.

Should Not Handle More Than Two Lines

We sell stoves in all of our stores, finding the same profitable, not altogether on account of the profit made on the stoves, but the trade that selling stoves brings, as there is a good profit in all stove supplies. We think that it is best to handle two lines of stoves, one a little better grade than the other; but under no circumstance more than two lines.

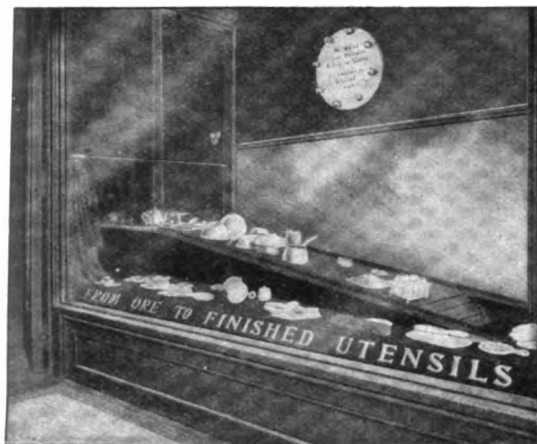
It is no trouble to meet mail-order house competition provided you buy your stoves right. The New York State Stove Manufacturers' Association have advanced the price of stoves from 25 to 30 per cent. In selling their stoves it is harder to meet the mail-order competition. This advance is all out of proportion to the advance in labor and material. If the stove dealers of the State of New York would take the matter up, we think that they could compel them to reduce their price. We invariably sell stoves on instalments, taking a note, holding the stove until it is paid for with one-quarter or one-third cash payment, unless cash is paid for the stove when sold. We find that selling stoves on instalments increases our sales, and if properly looked after there should be practically no loss whatever. Stove manufacturers all furnish advertising with the stoves. Rural delivery lists should be secured, and then advertising mailed to every one on the list. We think this is the best way to advertise. Also we find that we get the best results from the same. In order to sell stoves successfully the salesman should be able to take the most important parts of the stove to pieces and explain the same, showing the construction and benefit from having the stoves thus constructed, so that they can put in any repairs themselves.

We would advise any Hardware dealer to handle at least one line of stoves, and we think the same would pay them.

GEO. W. PECK CO.

A Traveling Window

In the field of advertising and display, it might seem that up-to-date merchants had exhausted the possibilities in the way of electric light, signs, etc. It remained, however, for an ingenious and enterprising Cleveland merchant to discover a way of multiplying

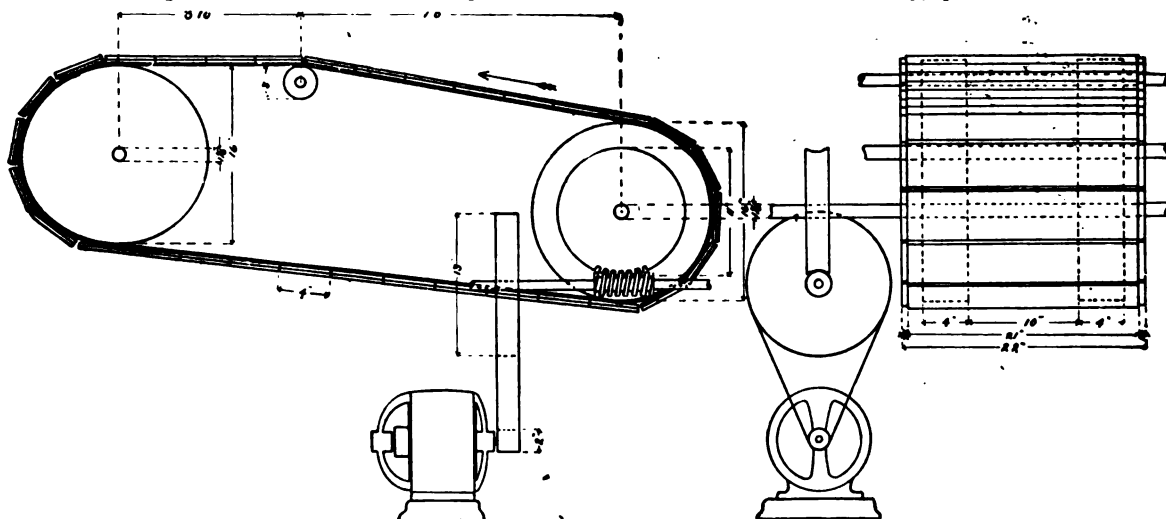


GENERAL VIEW OF TRAVELING WINDOW.

his available window display space by four—a seeming impossibility.

This is how he did it.

The window floor was arranged so that it revolved like an endless chain over two drums at either end; the window floor extending back into the store the depth of the



DETAILS OF MOVING PLATFORM IN TRAVELING WINDOW.

window and separated by a black velvet cloth. The different aluminum articles—some 200 in number—were wired to the mov-

ing window floor, and thus produced such a unique and striking effect as to challenge the attention of large numbers of pedestrians.

Before this device was installed, but fifty pieces could be shown, and that in the old-time, stationary style.

This enterprising merchant has "blazed a new trail" in the window display line which merchants in many other lines of business may find it to their advantage to employ.

The device was home-made, simple in design, inexpensive, and driven by a small electric motor concealed below the floor. The accompanying photographs, secured under adverse reflecting conditions, show the general appearance on this novel arrangement. The detailed sketches show accurately the mechanism.

WHY DON'T YOU BUY A LAWN MOWER OF YOUR OWN?

It was an enterprising Hardware dealer who put the above placard in his display window.

The principles that win success are very simple and few in number. They are easily remembered. Here they are: First, industry, but not overwork; second, willingness to profit by the experience of others; third, ability, coupled with modesty; fourth, simple and correct habits; fifth, honesty, politeness and

fairness. Any one of ordinary ability who practices these rules cannot avoid success. Success is easier than failure.

A Builder's Hardware Float

The Stewart-Crook Hardware Co., Baltimore, Md., in a parade recently held in their city had a float which attracted marked attention. It represented the Law building, a new structure, for which the concern furnished "Sargent's" Union Locks, as well as all other Hardware. The dimensions of the float are: 10 feet high from base of building to the top, 6 feet wide and 10 feet long. Around the

Thos. Jarrett, Jr., Dorchester, Neb., with the name of "Jarrett's Flyer," sends out to his trade a catalogue for the fall and winter. It is printed on pink paper. Too much talk, or too much descriptive matter appears in the book; condense the reading matter, put in more cuts, and above all do not leave blank three cover pages; too many articles in your store which the consumer should be anxious to know about to leave any blank space in



A BUILDER'S HARDWARE FLOAT BY STEWART-CROOK HARDWARE CO., BALTIMORE, MD.

base were placed samples of ornamental Hardware, displayed on boards, and in the rear a display of tools was made, such as saws, chisels, etc.

E. M. Austin, Litchfield, Ill., is still at it with his 21 x 26-inch circulars. The one before us is printed in two colors, and in connection with illustrations and descriptions, prices are quoted with every article. Mr. Austin makes a great point that by reason of cash purchases he is in position to quote low prices even though he does a great credit business. These circulars are mailed to a large list of names.

your catalogue. You supply the copy, don't allow the printer to put in too many ornaments.

G. Pirrit, Auckland, New Zealand, an importer of Hardware, tools, cutlery, sewing machines, etc., issues a 56-page catalogue of the goods he carries in stock. There are some illustrations, but the larger portion of the book is devoted to a list of goods with brief description, each item bearing a number and price. Being located 16,000 miles from many manufacturers, it is not always possible to keep everything called for in stock.

A Timely Jap-a-Lac Window Display

The Murphy-Maclay Hardware Co., Great Falls, Mont., had a window display last spring which was prepared for the "Timely" Jap-a-

"time" scheme the clock was made. The frame of the clock was of boards and was trimmed with cans of "Jap-a-lac," taken out of stock. The dial was made of sheet metal, the



WINDOW DISPLAY BY MURPHY-MACLAY HARDWARE CO., GREAT FALLS, MONT.

Lac week. This idea was to impress the public that the time to use Jap-a-lac had come. To carry out this scheme large signs were placed outside of the store, reading: "Jap-a-lac time has come." To carry out further the

letters and designs on dial were punched with holes, which were lined on inside with various colored tissue paper. Behind the dial were six electric lights connected to a flasher. This produced a beautiful effect at night. The

colors used as a whole were green, gold, black and white. The hands of the clock were operated by a motor at a speed just fast enough to show that they were not "dummies." It made a hit, the novelty of this time attracted every one and quadrupled the company's sales on Jap-a-lac.

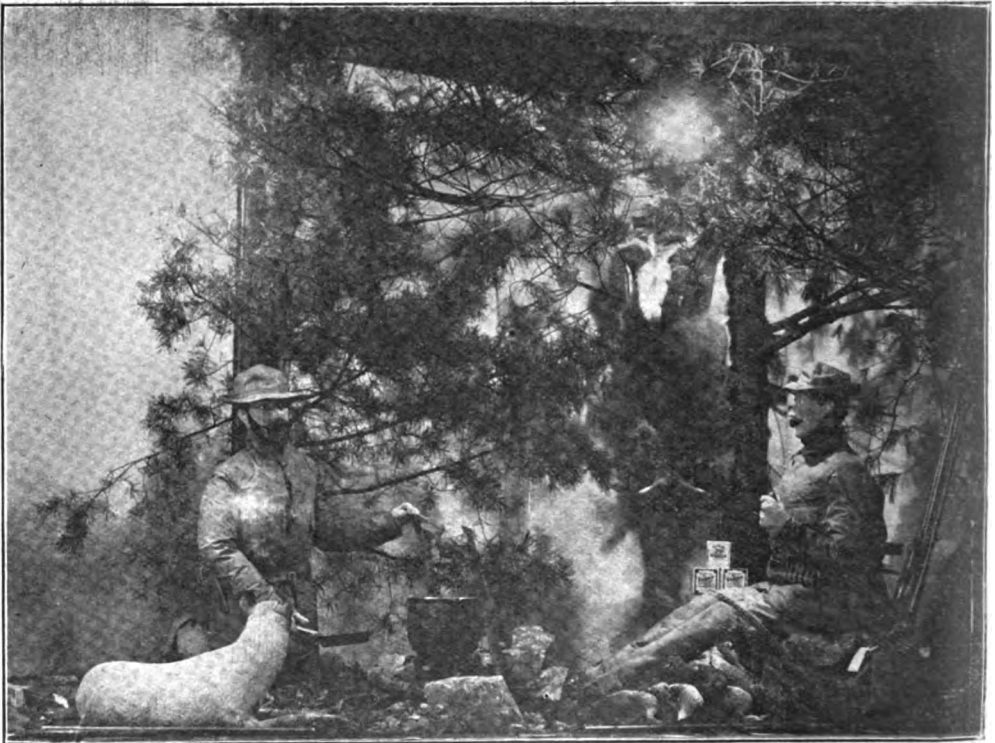
Colors in Window Displays

No matter what may be the material or article given to a window trimmer, the first thought must be of the proper color to back the window to give the desired effect. White contrasts with black and harmonizes with gray; white contrasts with brown and harmonizes with buff; cold green contrasts with

harmonizes with red; gold contrasts with any dark color, but looks richer with purple, green, blue, black and brown than with the other colors. It harmonizes with all light colors, but least with yellow. The best harmony is with white.

A Camping Scene Window Display

C. Driesbach's Sons, Lewisburg, Pa., had a window display a short time since that attracted more than usual attention. It was the work of Charles Zimmerman, who has charge of the sporting goods department of the above concern. The window is 12 feet long by 8 feet wide and 10 feet deep. The scene repre-



A CAMPING SCENE WINDOW DISPLAY BY C. DRIESBACH'S SONS, LEWISBURG, PA.

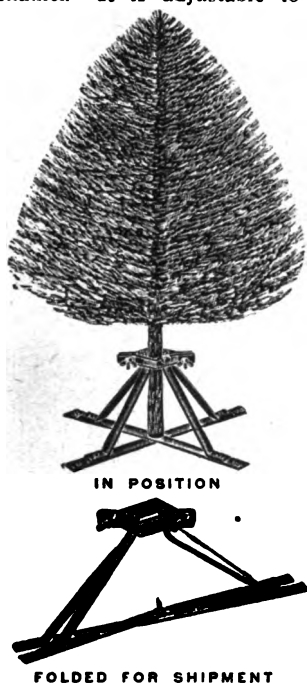
crimson and harmonizes with olive; warm green contrasts with crimson and harmonizes with yellow; green contrasts with colors containing red, and harmonizes with colors containing yellow or blue; orange contrasts with purple and harmonizes with yellow; orange requires blue, black, purple or dark colors for contrasts, and warm colors for harmony; citrine contrasts with purple and harmonizes with yellows; russet contrasts with green and

sents a hunter's camp after a successful day's hunting. The ceiling and background was formed from a stunted pine tree. The fire-place was made from rough mountain stones, with charred wood arranged to conceal the electric bulb beneath. The men were life size, dressed in full hunting costume. The life-size dog, deer and game birds are the work of a local taxidermist. The display led to a greatly increased sale of all kinds of sporting goods.



"Little Gem" Christmas Tree Holder

The C. A. Peck Hardware Co., Berlin, Wis., are placing on the market the "Little Gem" Christmas Tree Holder, illustrated. It is made entirely of wrought steel, painted in a green enamel. It is adjustable to different



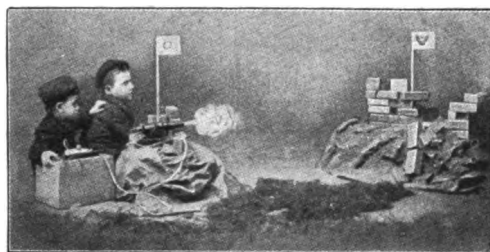
"LITTLE GEM" CHRISTMAS TREE HOLDER.

size trees from $1\frac{1}{2}$ inches diameter and up. The tree is held firmly in place without danger of tipping over. There are no loose parts. The device is 16 inches diameter and 6 inches high, weighs 20 pounds to the dozen and folds compactly for shipping.

Gas Cannon

The Warner Motor Co., Flatiron Building, New York, are placing on the market the Gas

Cannon, illustrated. It is a decided novelty and will immensely please "Young America." Carbide gas is the ammunition used, and an electric spark ignites the gas. The device consists of a wood box in which is placed the gas generator and battery, and also the cannon. The dry battery is small, and the generator is made of galvanized iron, 5 inches high, and inside there is a movable chamber $4\frac{1}{2}$ inches diameter. A piece of carbide is dropped into the water, and gas is instantly generated. The outlet is through a rubber tube to the cannon breach. The cast-iron cannon has no separate chamber, so there is absolutely no danger from explosion. If too much gas passes into the cannon it escapes from the muzzle, as the inside of cannon is one chamber. The mouth of cannon is an inch diameter; at the breach



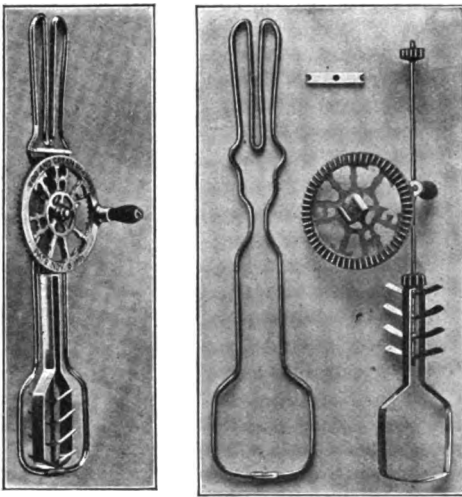
GAS CANNON.

it is larger, thus forming a chamber for the carbide gas. At the breach there is a screw cap, and in the latter are secured plugs to which are attached the electric wires. The cannon itself is $6\frac{3}{4}$ inches long and mounted on trunnions, like the real article. The gas generator will hold a pint of gas, enough for about fifty shots, after which another piece of carbide is dropped into the water. There is a pinch cock, a little lever which closes on the rubber tubing, preventing the escape of gas from gas generator. Raising the lever permits flow of gas to cannon, and the pulling of a cord or "lanyard" makes an electric spark,

igniting the gas, and a loud report results. The Cannon will shoot a metal cylinder across the room with power enough to demolish a small fort or mow down lead soldiers, but its force is not enough to hurt anyone. The entire apparatus is simplicity itself and should prove a good holiday article.

"Hill" Egg and Cream Beater

The J. E. Hill Co., 27 School street, Boston, Mass., are placing on the market the "Hill" Egg and Cream Beater, illustrated. It is made of high-grade Bessemer spring steel wire and nickel plated throughout. There



"HILL" EGG AND CREAM BEATER.

is no liability of its bending out of shape or becoming rusty and worn out in a short time. It is a four-piece machine and can be readily taken apart, thoroughly cleaned and replaced without inconvenience. The gears are deep cut and prevent any catching or slipping, and the beaters always respond to the rota-

fecting the handle to get it into the most natural and easy position, so that it would not cramp the hand and fingers. The beating mechanism is of such a character that the contents of bowl are quickly beaten. The general appearance of the device is such as to make it attractive to the prospective purchaser.

Kampfe Bros., 8 Reade street, New York, have issued a folder setting forth how their advertising department works with and for the interests of the retail dealer. Realizing that many merchants have but little time to get up suitable advertisements, they have prepared a series of ads. covering "Star" Safety Razors and supplies, and these electros of advertisements, with space for the dealer's name, will be supplied upon request.

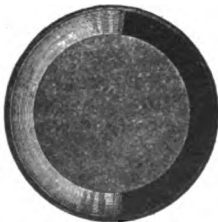
"Asbestos" Household Conveniences

The H. W. Johns-Manville Co., 100 William street, New York, are placing on the market a number of Asbestos Household Conveniences, several of which are illustrated.

The "Milwaukee" Iron Holder is a soft heat resisting pad, doubly faced with asbestos cloth which is so fastened to the back that a pocket is made for the hand, which makes possible a more secure hold on the iron and prevents the possibility of scorching the hands. This Holder is thickly padded, positively resists heat and is inodorous.

The Asbestos-Lined Pie Plate consists of two distinct blue-steel pie plates spun together, the bottom space between them containing a sheet of asbestos, rendering it proof against burning. Diameter, 9 inches.

The Asbestos Toaster No. 1 consists of a heavy asbestos mat, backed with sheet steel, covered with a fine wire mesh and fitted with cold handle. It is especially designed for toasting, since it diffuses the heat over the



ASBESTOS-LINED PIE PLATE.



ASBESTOS TOASTER NO. 1.



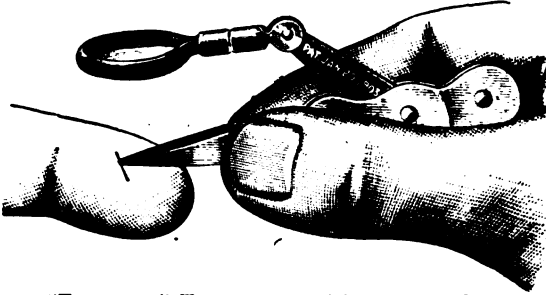
"MILWAUKEE" IRON HOLDER.

tion of the large wheel. It is so compact that it will do just as good work in a cup as in a bowl, and does not keep striking the side of the dish in which it is used. Considerable time was spent by the manufacturers in per-

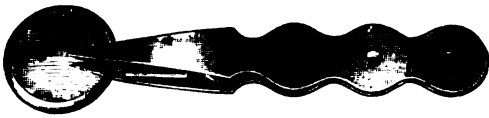
entire surface, thereby rendering the article equally brown all over. The No. 2 Toaster is similar to the No. 1 with the exception that it is not provided with a sheet steel back and cold handle.

"Excelsior" Tweezer and Magnifying Glass

The Sperry & Alexander Co., 300 Broadway, New York, are offering the trade the "Excelsior" Tweezer and Magnifying Glass,

**"EXCELSIOR" TWEEZER AND MAGNIFYING GLASS.**

illustrated. This handy device is made of fine steel, fully nickel plated. Each Tweezer is put in a leather case. A sliver or splinter is

**TWEEZER AND GLASS FOLDED.**

frequently too small to be discerned by the naked eye, but is readily located and extracted with the aid of this tool.

"Arrow" Cans

The Arrow Can Co., 35 Warren street, New York, are offering the trade several new Cans, as illustrated. In addition to the No. 2 Can for ashes and garbage, which they have had on the market for a year past, they now have

**GARBAGE CAN. "BOSCO" GASOLINE CAN.**

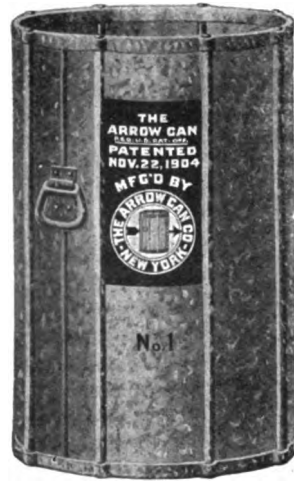
two more sizes, No. 1, 15 x 24, and No. 01, 15 x 18 inches. Each can is heavily reinforced with a side reinforcement of flutes, made in the body of the can itself. These flutes, inside of which are steel rods, cannot be bent sideways or torn off. When emptying the can two of the reinforcing flutes always rest on

the side of the cart, taking the whole strain. The entire can is made of sheet steel in its natural state, and is heavily galvanized inside and out after it is all assembled, which adds two gauges to the thickness of the metal and greatly strengthens the can. This construction prevents rust and corrosion from eating out the bottom. High-grade malleable iron drop handles are used, with heavy clips.

The "Popular" Corrugated Pail, adapted for garbage, ashes and general use, is strongly made with steel bands top and bottom, and heavy bail handle, with cover fitting over the outside. It is supplied in one size, 13 x 13.

The "Philadelphia" Special Galvanized Garbage Can is made of No. 20 gauge blacksteel in body and bottoms, $\frac{3}{8}$ -inch rod rolled in top and bottom, provided with "Arrow" malleable iron handles and heavy clips with four rivets. This Can is galvanized and soldered watertight after it is made. The size is $14\frac{1}{2}$ x $16\frac{1}{4}$.

The "Bosco" Oil and Gasoline Can is a neat,

**"ARROW" ASH CAN.**

durable galvanized construction for auto garages, paint shops, domestic and general use for gasoline, kerosene, naphtha, benzine, etc. Nos. 70, 71, 72 and 73 are, respectively, 1, 2, 3 and 5-gallon capacities and each have spout; No. 74, a 5-gallon can, has brass tee spigot. These Cans are all patented and each has the company's trade made and red label.

The Enterprise Paint Mfg. Co., Chicago, Ill., report that the sales of the "Iron-Clad" White Lead are increasing rapidly. Last month they averaged a number of carloads per week. Many dealers are now placing orders for spring requirements in order to secure prompt deliveries at that time.

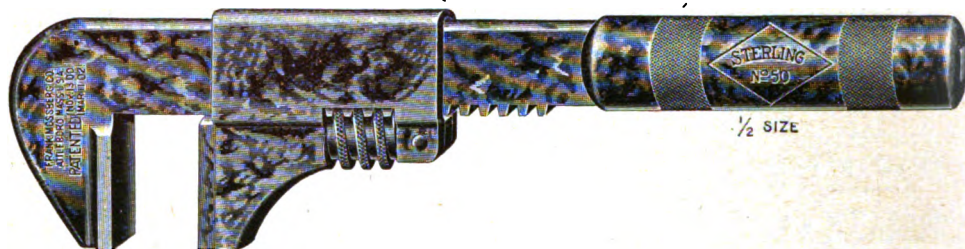
"Sterling" Wrench

The Frank Mossberg Co., Attleboro, Mass., are placing on the market the "Sterling" Wrench, No. 50, illustrated. This tool, as well as all the other wrenches made by the company, is of high grade cold rolled steel. It is thoroughly case-hardened throughout, the jaws being so hard that it is impossible to touch them with a file. The shank is case-hardened, but not as hard as the jaws. The

octagon, hexagon, square, three-sided, etc., and on nuts of all forms. The No. 1 Wrench is 5½ inches long, and has capacity of from ¼ to ½ inch; the No. 2 is 9 inches long with a capacity of from ½ to 1 inch; the latter size will be ready for the trade the most of the year.

"Universal" Screen Door Catch

The Peck, Stow & Wilcox Co., 27 Murray street, New York, and Cleveland, O., are plac-

**"STERLING" No. 50 WRENCH**

steel handles are made of drawn steel tubes, and the shank is riveted through at the lower end. These wrenches are made in both nickel plate, highly polished and mottled. The "Sterling" Wrench is made in 8 and 10-inch lengths. The former opens 1¾ inches, thickness of jaw ¾ inch and weighs 14 ounces. The 10-inch, or No. 50, opens 2¾ inches, has a thickness of jaw of 12 inches and weighs 1¾ pounds. They are especially adapted for auto and machinists' use.

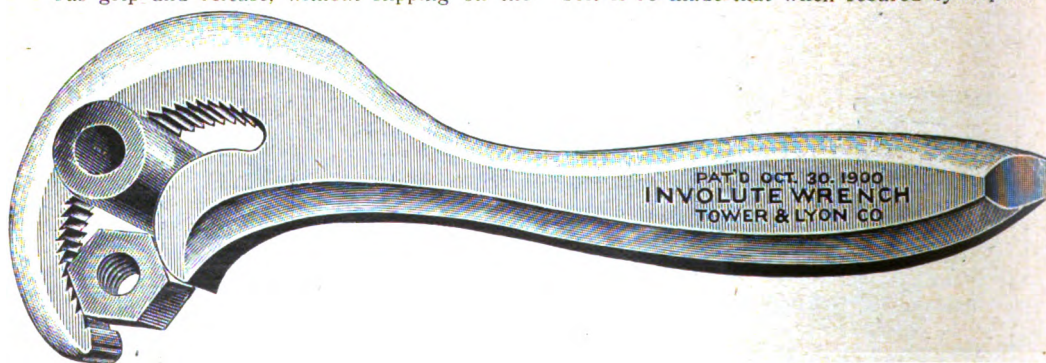
"Involute" Wrench

The Tower & Lyon Co., 95 Chambers street, New York, are placing on the market the "Involute" Wrench, illustrated. It is made of drop forged steel, and each tool is fully guaranteed. It provides an instantaneous grip and release, without slipping on the

ing on the market the "Universal" Screen Door Catch, illustrated. This device is, automatic in action when closing the door, and auto-

**"UNIVERSAL" SCREEN DOOR CATCH.**

matically releases itself by pressure of opening door, either from inside or outside. The latch bolt is so made that when secured by stop on

**"INVOLUTE" WRENCH.**

forward movement or jamming on the reversal or release. This tool will operate equally well on pipe of any diameter within its capacity; on bolts of any shape, round,

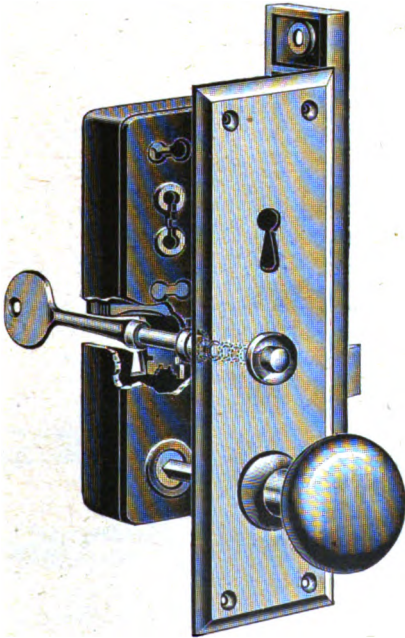
the inside it cannot be unlocked from the outside. It is placed upon the inside of the door, requiring no mortising or cutting for either lock or striker. When door is closed the

Catch holds it firmly. The device is made of wrought steel, in old copper finish, packed in boxes of one dozen each, complete with screws. Neat and attractive models showing the device, pocket sizes for salesmen's use, and the larger size for store display, are provided, without charge, with all initial orders, to the extent of one model for each gross of Catches. The company also call attention to the low price at which it is offered. An illustration of the Catch applied to door is shown in their advertisement in this issue.

The Corbin Cabinet Lock Co., New Britain, Conn., with New York branch at 21 Warren street, have brought out a new catalogue of the "Corbin" padlocks, 112 pages, bound in flexible cloth covers. There is a complete line of padlocks of all grades, sizes and finishes, in steel, brass and bronze. Near the end of the book padlock assortments are shown.

"R. & E." Hotel Lock

The Russell & Erwin Mfg. Co., New Britain, Conn., are offering the trade the "R. & E." Hotel Lock No. 607, as used with a push-button indicator. The illustration shows the outside knob and escutcheon with key



"R. & E." HOTEL LOCK.

inserted in the lock from the inside of the door. In this position the end of the key stem prevents pushing back the button and the attendant is informed that the room is occupied. On the contrary, when the key is

withdrawn there is nothing to prevent the push-button from being pushed back, and the fact that there is no obstacle in the way of the push-button shows that the room is unoccupied. Following out the same idea, revolving disc indicators are furnished with locks operated by key inside, also, those operated by turn knobs from the inside. This disc revolving with a key or turn knob indicates whether a room is occupied or not, by presenting plain and cupped surfaces in the face of the outside escutcheon.

The Eureka Fence Mfg. Co., Richmond, Ind., in their latest catalogue show Field and Ornamental Fencing, Fence Machines, Earth Augers, Chimney Tops, Grape Arbors, Umbrella Holders, Eave Trough Hangers, Fence Supplies, Hand Corn Planters, etc.

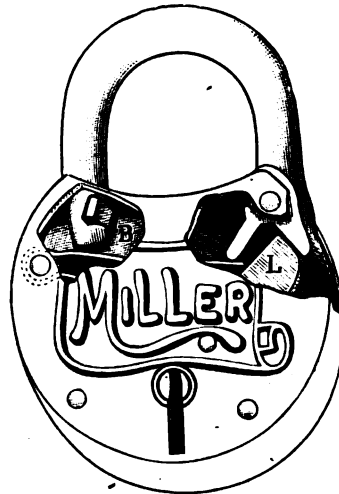
Improved "Miller" Padlocks

The Miller Lock Co., Frankford, Philadelphia, Pa., have made an improvement in the construction of certain of their Padlocks, branded "Elephant," "Crusader," etc. These



NEW TRADE-MARK.

improvements will be seen by reference to the illustration. The shackle is effectually secured at both nose and heel. The increased



SHOWING IMPROVEMENT IN "MILLER" PADLOCK.

strength is claimed to be 100 per cent. and upwards. The company have adopted a new trade-mark, as shown, which applies to their Padlocks and Night Latches. This trade-mark has been registered in 25 to 30 countries.

"Yankee" Spiral-Ratchet Screw Driver

North Bros. Mfg. Co., Philadelphia, Pa., the New York agents of whom are John H. Graham & Co., 113 Chambers street, are placing on the market the "Yankee" Spiral-

tool with bit in chuck is $9\frac{1}{8}$ inches closed and $12\frac{1}{2}$ inches when extended. Extra long bits, projecting 4 inches beyond the chuck, or 2 inches longer than the regular bits, can be furnished in following widths: $1/16$, $5/64$



"YANKEE" SPIRAL-RATCHET SCREW DRIVER.

Ratchet Screw Driver, No. 35, illustrated. In construction it is the same as Nos. 30 and 31, and is intended for driving small screws only. As such it will find ready use by electrical workers, cabinet makers, carpenters

and $3/32$. There is also a countersink furnished.

The Pike Mfg. Co., Pike, N. H., with New York office at 151 Chambers street, are send-



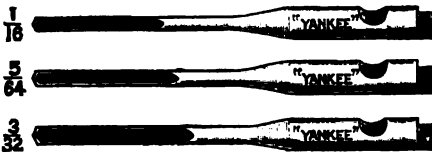
CHUCK FOR NO. 35 SCREW DRIVER.



COUNTERSINK FOR NO. 35 SCREW DRIVER.

and mechanics having a large number of small screws to drive, and where a lighter weight tool will be much more sensitive and convenient than the standard pattern, or No. 30. The No. 35 is small enough to be conveniently carried in the pocket, measuring

ing the trade their new catalogue, ninth edition. The company have six shipping points and stock orders are filled from the different factories at which the respective goods are made. In the 90-page catalogue are shown the "Pike" Selling Assortments, Scythestones, Oilstones, Corundum Wheels, Razor Hones, Glass Cutters' Supplies, Knife Sharpeners, etc.



DRILL POINTS FOR NO. 35 SCREW DRIVER.

only 7 inches long when closed, without bit, and weighing, complete, less than 7 ounces. It drives screws in or out, ratchets in or out, and is arranged to hold rigid when closed or extended. The bits are straight so they can be used to drive screws through

"American" Wire Washers

The Hobbs Mfg. Co., Worcester, Mass., are manufacturers of a line of "American" Wire Washers, several of which are illustrated. The Lock Washer, National pattern, is light weight, and is for use on automobiles, light running machinery and special uses. It is of high carbon, carefully tempered. The rectangular Spring Washer is of high carbon, and is designed especially for use on automobiles, light machinery, etc. The Finish Washers, both round and bevel edge, come in steel or nickel



ROUND EDGE



BEVEL EDGE

FINISH WASHERS.



LOCK WASHER.
NATIONAL PATTERN.



RECTANGULAR
SPRING WASHER.

holes in insulators, etc., where the flattened blades will not pass through holes. The great convenience of this small driver in its smaller size and lesser weight will commend and make it a desirable tool even to those who already have the No. 30. The length of the

finish, and are for use on machinery, pianos or any place where high finish is desirable. They come in standard or special sizes and can be had boxed or in bulk. The company supply Copper and Brass Washers in any standard or special sizes at short notice.

"Yourex" Silver

The Associated Silver Co., 174 East Lake street, Chicago, Ill., in offering the trade the "Yourex" Silver, state that the line is sold

but among the more hardy skaters, as it combines a skate strap with ankle brace. It also proves a great help to hockey and polo players.



"YOUREX" SILVER TEA SPOON.

exclusively by their own salesmen and is sold at the same fixed price only to the retail trade, and there is also a fixed minimum retail price. The "Yourex" Silver is a substitute for sterling silver and will not tarnish as easily as

The Peck, Stow & Wilcox Co., 27 Murray street, New York, have brought out a 72-page catalogue of Fire Place goods. There are illustrated Andirons, Fenders, Fire Sets, Shovels and Tongs, Kitchen Sets, etc.

The Gillette Sales Co., Times Building, New York, are sending the trade a large sheet containing reproductions of general magazine ad-



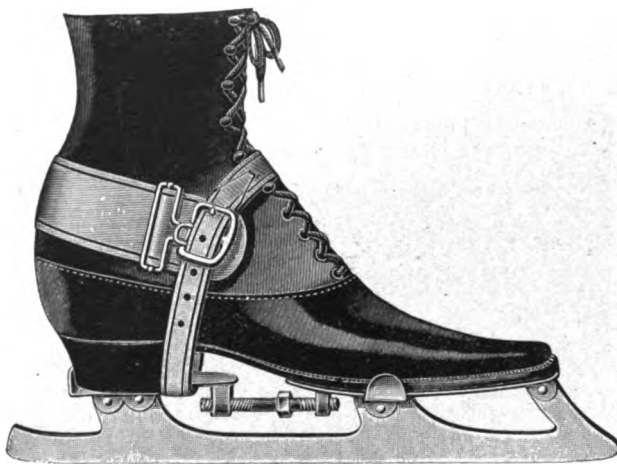
"YOUREX" SILVER TABLE KNIFE.

sterling ware. It is solid and not plated, and therefore the silver will not wear off; it is guaranteed for a lifetime. The flexible Silver Knife can be sharpened same as a steel knife. The spoon bowl bottom and back of handle will not wear off as in plated ware.

"Peerless" Ankle Support

The Peerless Mfg. Co., Hartford, Conn., are offering the trade the "Peerless" Patent Ankle Support and Skate Strap, illustrated.

vertisements which they are using to stimulate business for the dealers handling their goods. Their plan, when they receive a remittance from a customer, is to turn over the order and the cash at full list price, to the dealer nearest the customer, and at the same time advising both parties; this brings to the dealer subsequent purchases of blades, etc. To all inquiries a reply is sent, stating the nearest dealer at which the "Gillette" Razors can be purchased. Accompanying the printed matter



"PEERLESS" ANKLE SUPPORT.

It is made in either black or russet, and in ladies' and men's sizes. The arrangement of straps is such that the device will be found of value, not only by those with weak ankles,

already mentioned is a circular giving prices and terms on the "Gillette" Safety Razor Sets. The concern are spending thousands of dollars this holiday season for advertising.

"Quick and Easy" Orange Knife

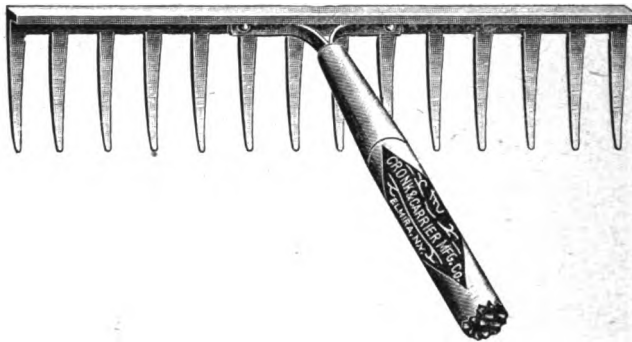
The Erie Specialty Co., Erie, Pa., are placing on the market Walker's "Quick and Easy" Orange Knife and Peeler, illustrated. It is

cast steel. Wire fencing can be either put up or taken down with this tool in a short time, without either destroying staples or wire. The first stroke of the tool will usually release the

**"QUICK AND EASY" ORANGE KNIFE.**

made of drop forged steel, securely fastened in the handle and finely nickeled. It is provided with genuine stag handle, but can be mounted in white bone if preferred. With

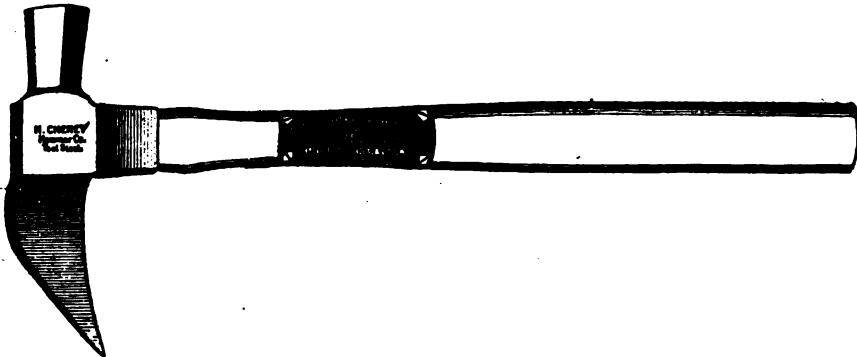
staple, and a person will be accustomed to the skillful use of the tool in a half day. It is made in two sizes, No. 150, weighing 20 ounces, and No. 151, 16 ounces.

**"IDEAL" GARDEN RAKE.**

the point the first operation is to slit the peel from point to stem in six or eight sections. In the second operation with the back of blade the peel is easily removed. Then with the point of blade the core, or navel, can be easily cut out, when the orange can be split open by inserting the blade at either end without any waste of juice.

"Ideal" Garden Rake

The Cronk & Carrier Mfg. Co., Elmira, N. Y., are offering the trade the "Ideal" Garden Rake, illustrated. The head is made from high carbon steel, the flange reinforcing the head, making it very rigid. The teeth are slightly curved, and the back of the Rake is

**"CHENEY" HAMMER AND STAPLE PULLER.****"Cheney" Hammer and Staple Puller**

The Henry Cheney Hammer Co., Little Falls, N. Y., are offering the trade the "Cheney" Adze-Eye Hammer and Staple Puller, illustrated. It is made from crucible

straight and smooth, making it very handy for use as a stable rake or for smoothing off gardens, etc. The Rake is made with 12, 14 and 16 teeth, and weighs from 30 to 32 pounds per dozen.

"Klingtite" Quick Hose Connection

The James Mfg. Co., Denver, Colo., 1132 Frick building, Pittsburg, Pa., with western office at 1939 Broadway, Denver, Colo., are placing on the market the "Klingtite" Quick Hose Connection, illustrated. Fig. 1 shows

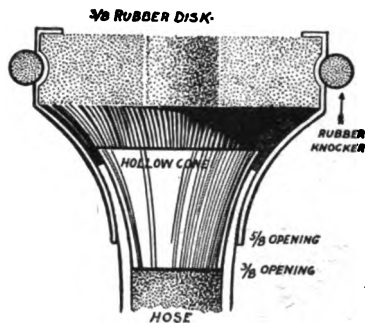


FIG. 1, "KLINGTITE" QUICK HOSE CONNECTION.

the actual size of the "Klingtite" Quick Hose Connection for $\frac{3}{8}$ -inch rubber tubing. The hose is attached by simply pushing the end of same through $\frac{5}{8}$ -inch opening and over hollow cone, thus making an absolutely tight joint which becomes more effective by increased pressure or any lateral strain. This device is also furnished with standard hose

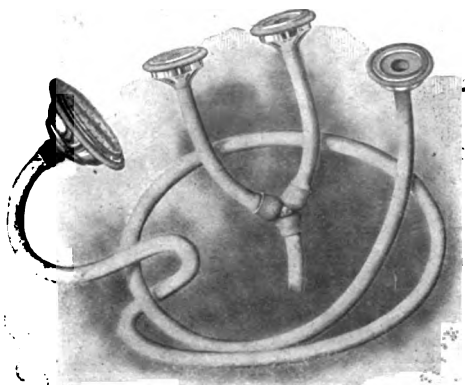


FIG. 2, "KLINGTITE" BATH SPRAYS.

pipe threads at lower end in lieu of hollow cone, to attach standard connections thereto, and also with a bead at lower end, so that it may be attached to hose in the ordinary way. The casing is spun from sheet aluminum or brass nickel plated and highly polished. A positive connection is obtained by sliding the rubber disk end over faucet with a slight degree of friction, which is increased by back pressure of passing liquid or gas, whereby rubber disk grips the faucet more tenaciously

as the pressure increases. Frequent attachment and removal do not lessen its efficiency, as any possible wear is taken up by the internal pressure.

The Bath Sprays, Fig. 2, are equipped with "Klingtite" Connections, and are made from extra heavy rubber tubing.

Fig. 3 is another application of Fig. 1 in the form of a "Klingtite" Quick Hose Coupler,

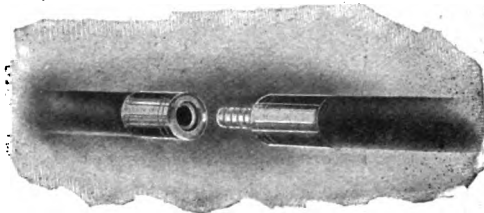


FIG. 3, "KLINGTITE" QUICK HOSE COUPLER.

the female end of which is almost identical with Fig. 1, with the exception that the surface lines are parallel, both male and female ends are attached to end of hose. Leakage is impossible. This style of hose coupler is of special advantage in connection with compressed air and vacuum lines.

Socket Firmer Chisel Set

The Ohio Tool Co., Columbus, O., are offering the trade the set of Socket Firmer Chisels, bevel edge, illustrated. They have arranged to furnish this set in nickel plated finish, leather head hickory handles with im-



SOCKET FIRMER CHISEL SET.

itation ebony finish, and packed in a fancy box. Each chisel is held in place by a convenient wire clasp, and the box is of hard wood with dark oil-stained finish. This makes a handsome set and is especially suited to the Hardwareman's stock at holiday time.

"Irving's Paradox Inkstand"

The Smith & Egge Mfg. Co., Bridgeport, Conn., are placing on the market "Irving's" Paradox Inkstand, illustrated. It is constructed on strictly mechanical principles, designed for service, durability and convenience. It is said to be the only article of its kind on the market that prevents evaporation, and that fully 90 per cent. of the ink put into this Inkstand may be used. It is generally conceded that usually 80 per cent. of ink is wasted. This Inkstand will preserve red and India inks in their perfect state. The device is self-adjusting, all parts are readily detached for cleaning and filling, and it works automatically. Each dipping of the pen in the font causes the agitation of all the ink in the reservoir, and the constant flushing of ink to and fro



"IRVING'S" PARADOX INKSTAND.

through the connecting tube keeps it clean, and the ink being drawn directly from the bottom of the reservoir, makes the collection of sediment, dust or scum impossible. The font cannot be overflowed or the pen overloaded. When the pen is withdrawn from the font, the ink, by suction, is instantly drawn up into the inverted reservoir, after which the Inkstand may be upset or held at any angle without the escape of a particle of ink. Provision is made whereby the font may be charged with ink and by means of a trigger caused to so remain, thus affording a temporary and complete open inkwell in which it is impossible to overload the pen. All parts that are subject to wear are of metal. The standards are of cold-rolled steel. The reservoir, case, font and connecting tube are made in one piece, cast from an alloy of metals practically non-

corrosive, nickel plated or oxidized. The cap and other attachments are of metal, nickel plated. The reservoir proper is of the purest Para rubber gum, specially prepared to meet the requirements. The Inkstand proper is made complete in itself and is mounted either single or double upon polished antique oak base.

Inverted Gas Light

The Manhattan Screw and Stamping Works, 206 West Eleventh street, New York, have brought out some new Inverted Gas Lights, one of which is illustrated. Fig. 1 shows a small lamp which can be used to advantage

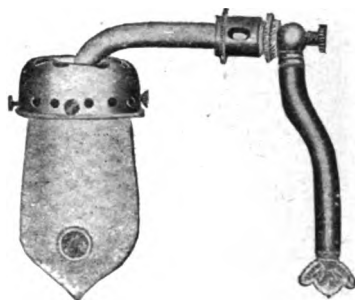


FIG. 1.—INVERTED GAS LIGHT.

for decorative purposes in stores and other public places. The globe is an exact copy of an electric bulb, and can be furnished either opal, frosted or clear glass. The burner is on the same principle as the "Wizard" Inverted Gas Light. This new lamp burns but two

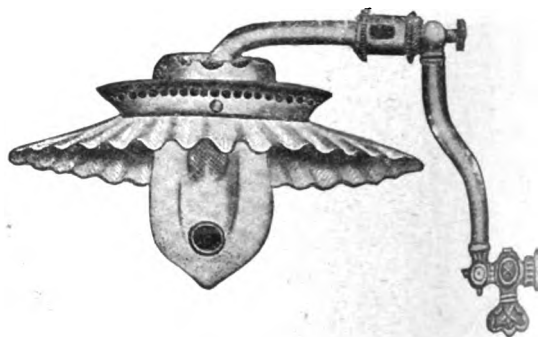


FIG. 2.—LAMP WITH GLOBE AND SHADE HOLDER.

feet of gas per hour and produces a brilliant light.

Fig. 2 shows the lamp with an additional globe and shade holder which carries any shape outer globe or shade. One of these lamps equipped with a flat green shade makes an ideal reading lamp.

"Hydro Massage"

The Warner Motor Co., Flatiron Building, New York, are placing on the market the "Hydro Massage," illustrated. This device consists of a flexible brass tube, 4 feet in length, at the end of which is the applicator, which is provided with 37 conical rubber points. Inside the tube is a flexible shaft, one

**"HYDRO MASSAGE" APPARATUS.**

end being attached to the applicator and the other end screwed on water motor shaft. The water motor when in operation turns the shaft, and by an ingenious arrangement vibrates the applicator, thus giving the massage effect. With but a slight flow of water the mechanical vibrator enables the user to give himself massage treatment. The water motor can be attached to a screw or plain faucet, the latter

**"LITTLE WONDER" WATER MOTOR.**

by means of a universal connection. By reason of the ease of application and the reasonable cost, it will undoubtedly find large use, as its cost is but a fraction of that of electrical devices of a similar nature, and the expense of operation is practically nil. The motor can be attached to bath faucet, to the sink or to the faucet in bedroom. The company's "Little Wonder" Water Motor can also be used for a multitude of other purposes about the home, such as running a sewing machine, cooling fan, egg beater, bottle washer,

small dynamo, etc. This company also manufactures larger water motors and fans for various purposes.

The Atlantic Stamping Co., Rochester, N. Y., in their 100-page catalogue present the "Atlantic" line of galvanized iron, tin and copper ware. They comprise Wash Boilers, Buckets, a half dozen kinds of Cans, Cooler Separators, dry and liquid Measures, Pails and Pans in wide variety, Pots, Tubs; etc. A net price-list is at the back of the book.

Improved Hand Bell

The East Hampton Bell Co., East Hampton, Conn., are manufacturers of the Improved Hand Bell, illustrated. It is made of white

**IMPROVED HAND BELL.**

metal and full standard size. It is made in fifteen sizes, from $2\frac{1}{8}$ to $8\frac{1}{4}$ inches diameter.

The Berger Mfg. Co., Canton, O., in a folder refer to the "Berger" Re-hammered Charcoal Iron Conductor Pipe, Trough and Fittings. The prominent typographical feature of the circular is the words "The Tag is a Guarantee," being a small brass tag which is soldered to every piece.

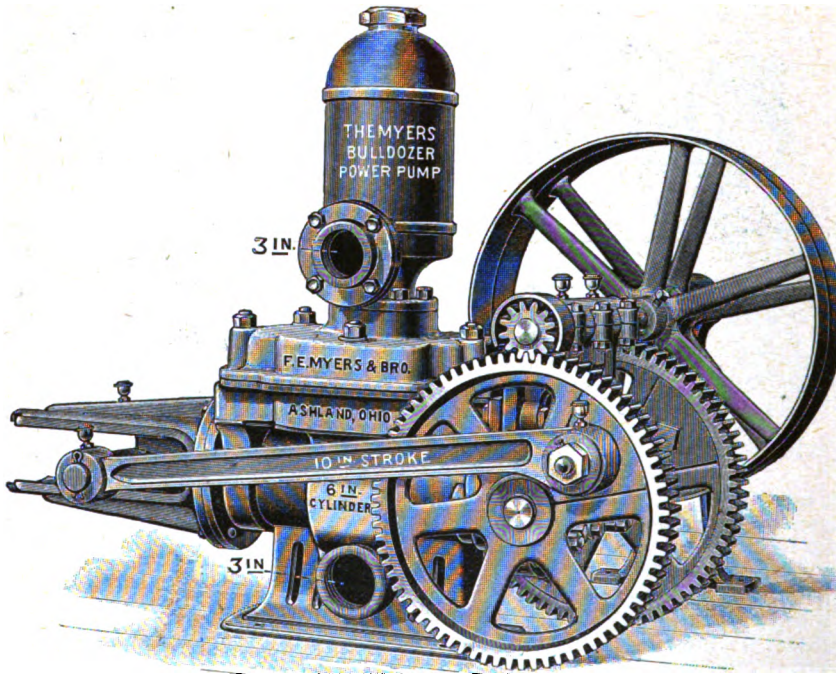
"Myers" Bulldozer Power Pump

F. E. Myers & Bro., Ashland, Ohio, are placing on the market the "Myers" Bulldozer Power Pump, illustrated. It is built with a 6-inch cylinder and a 10-inch stroke. The pump is mounted on one base. Power is transmitted to the piston by two sets of gears;

for extremely heavy work. It is adapted for the wants that gasoline power and motors have developed.

"Queen" Carriage Heater

Lehman Bros., 10 Bond street, New York, are manufacturers of the "Queen" Carriage

**"MYERS" BULLDOZER POWER PUMP.**

one on either end of the main shaft. The pulleys are 24 inches diameter by 4-inch face. The suction and discharge are tapped for 3-inch pipe. The capacity of the Pump at 40 strokes per minute, is 5,800 gallons per hour.

Heaters, illustrated. The main feature is the damper at each end, which is for regulating the heat at will or entirely extinguishing the burning coal. This Heater is 14 inches long, made in two styles, and is especially adapted

**"QUEEN" CARRIAGE HEATER.**

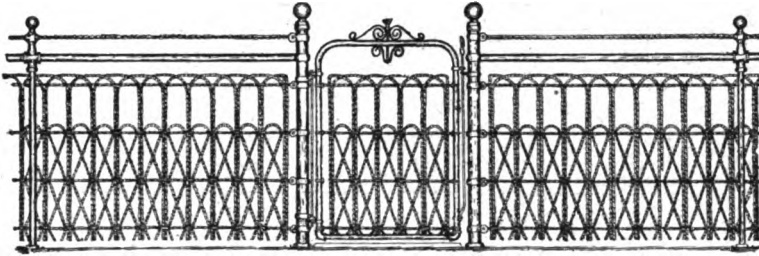
The elevation against which it will operate is 150 feet perpendicular or equal pressure when properly piped and not restricted. Throughout the Pump is considerably heavier in construction than the balance of the concern's "Bulldozer" line, this Pump being designed

**BOX OF "LEHMAN" COAL.**

to single-seated vehicles, as its shape renders it a convenient foot rest. There are no nuts, bolts or screws used in any of the Heaters made by the company. Prepared "Lehman" Coal is supplied by this concern to use in their Heaters.

No. 20 Complete Lawn Fence

The Dwiggins Wire Fence Co., Anderson, Ind., are manufacturing a pretty and durable Yard or Lawn Fence, being the No. 20 Complete Fence, illustrated. Wire is No. 11, double throughout, making pickets scant $\frac{1}{4}$ inch in diameter. The fabric passes through the double line posts and makes the fence look alike on both sides. A $2\frac{1}{4}$ -inch steel post,



NO. 20 COMPLETE LAWN FENCE.

with cast-iron anchor base weighing 30 pounds, is used at ends, corners and gates. Line posts also have a keyed base weighing 17 pounds, which prevents posts getting loose in base. They manufacture a large variety of



1907 MODEL "NEW HOME" WASHER.

this class of Fencing and have for distribution a large and well-illustrated catalogue, which they will send upon request.

"New Home" Washer

The Standard Mfg. Co., Shelby, O., are offering to the trade their 1907 model "New Home" Washer, illustrated. This machine washes on the same principle as the hand washboard, cleansing the clothes by light rubbing, at the same time forcing the water through every fiber and instantaneously reversing the current, absorbing the dirt and re-

moving it from the clothes. This is effected by oscillating the machine, causing the water to change its center of gravity by forming a whirlpool under the corrugated rubber board, sucking it down on the clothes, squeezing and rubbing them at the same time that they are acted on by the reversing whirlpool, and changed with the current, so that a new surface is brought into contact with the rubbing board at each stroke of the machine. The framework is constructed of three detachable steel tubing legs, secured to the metal frame by bolts and the center post of the machine, extended where the legs meet, forming a clamp, which secures them at that point by means of a clamp nut—all of which combines strength, durability, lightness and perfect floor adjustment. Louisiana cypress is used in the wood construction, and is claimed to be the most durable washing machine wood known, impervious to alkalies and acids, not affected by hot water, and gives off no odor. The quality of the wood is clear, and takes on a beautiful finish when done in the natural. The joints are matched and the tub bound with three electric welded galvanized spring steel hoops—patent crimped perfect adjustment to expansion and contraction. The machine is always water tight, hoops never break, loosen and fall off, and bottom of machine always remains flat, not being forced to heave up by expansion of the tub; hinged warp-proof steam tight cover, no fumes to escape, and be inhaled by the operator or sweat up the walls and windows. The only bearing is a case-hardened ball race filled with steel balls, nothing to oil and wear-proof. Friction is reduced

to the minimum. The washer has large capacity, and will wash twelve shirts or their equal in six minutes perfectly clean. Total weight is 53 pounds. It is compact, and ships at cheap freight rates. The manufacturers have applied these improvements to all of their 1907 models, and these machines are so simple and durable that they agree to furnish free for five years all parts broken while in use. They are sold only through the legitimate Hardware and house furnishing trade. Exclusive agency will be given in certain territory.

The Draper & Maynard Co., Plymouth, N. H., have issued a revised catalogue of their line of "D. & M." Sporting Goods. These consist of Footballs, Baseball Supplies, Striking Bags, Boxing Gloves, Auto Gauntlets, etc.

"Walden" Ratchet Wrench

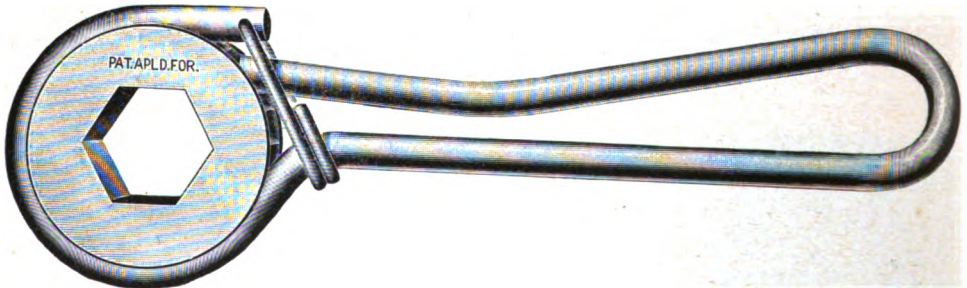
Patterson, Gottfried & Hunter, Ltd., 146 Center street, New York, are putting on the market the "Walden" Ratchet Wrench, illustrated. It is designed primarily to be used

working in between spokes of a wheel to get at a tire lug or wagon tire bolt, and saves all that trouble which is caused by trying to operate the ordinary wrench between the spokes of a wheel.

This wrench is at present being manufactured in the hexagonal and square openings, the square openings being for the wagon tire bolts and the hexagonal for tire lugs. It is already proving itself popular among automobile dealers, and Hardware dealers will find it a good addition to their auto supply line, as it can also be sold to their regular customers for wagon tires.

"Ross" Fluid Level Indicator

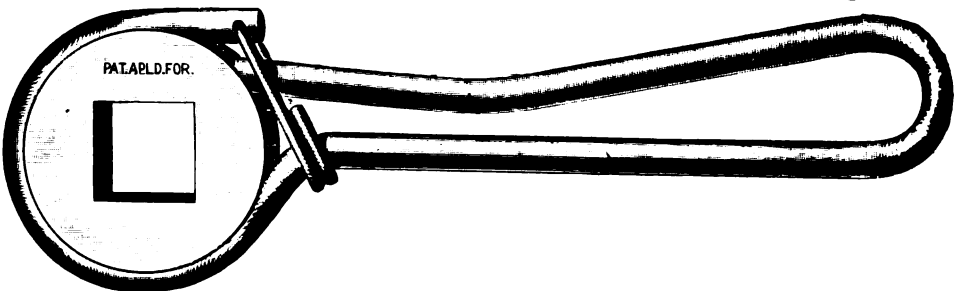
The Turner Brass Works, Franklin and Michigan streets, Chicago, Ill., are placing on the market the "Ross" Fluid Level Indicator, illustrated. This device is designed to be fitted to fuel, water or other liquid tanks on automobiles, boats or places where sealed tanks containing liquid free or under pressure is used, and it is desired to know accurately at any time their contents. It obviates the



"WALDEN" RATCHET WRENCH FOR HEXAGONAL NUTS.

on tire lugs, spark plugs and wagon tire bolts. The illustrations are practically self-explanatory. The ratchet is formed by the head of the wrench, which is enclosed in a

necessity of inserting dirty sticks or rules into the liquid to determine its level, and prevents clogged pipes and explosion resulting therefrom. The Indicator is of rigid and sim-

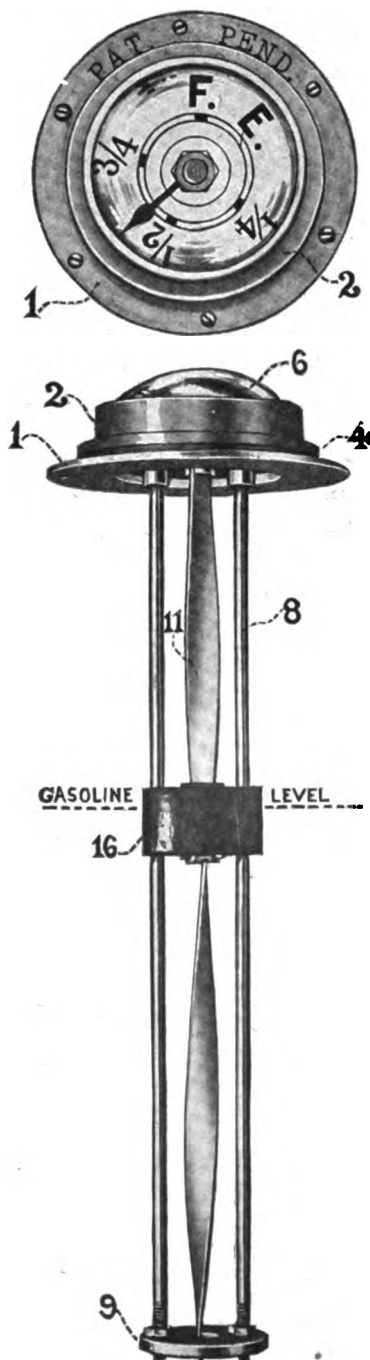


"WALDEN" RATCHET WRENCH FOR SQUARE NUTS.

wire frame working against the loose end of the handle, which projects into the notches, as shown in the illustration. It can be readily seen that this wrench is an ideal one for

ple construction, being a combined filler and indicator cap. As it is always removed when filling the tank, the condition of the working parts is exposed. It is fitted with a heavy

unbreakable magnifying glass over the dial, which enlarges the figures and pointer and makes it easy to ascertain the level of the

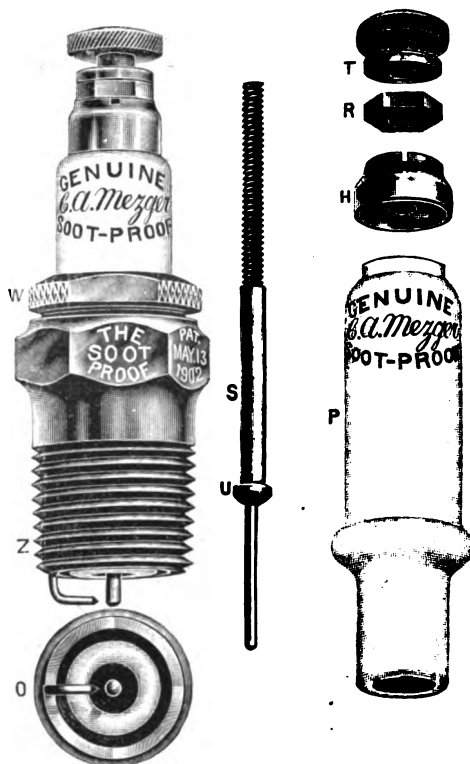


"ROSS" FLUID LEVEL INDICATOR.

liquid. The filler cap, 1, contains the brass dial casting and indicator complete and screws on to a brass socket, 1, the latter having six holes for securing it to tank. A leather washer, 4, makes an air-tight joint. Two rigid steel guides, 8, are screwed into the dial casting. On these rods slides the float, 16, and as it moves up or down, the center screw, 11, revolves the pointer over the dial plate. The dial of special composition is not affected by gasoline. It is secured in a groove at the bottom of the dial casting, and is easily removed to change style of dial. There are no magnets, compass needles, gears, packing, levers or other delicate parts; only a moving float which revolves a pointer over a dial, with all parts hermetically sealed under a magnifying glass. It will stand 100 pounds' pressure.

"Soot-Proof" Plug

The National Sales Corporation, 296 Broadway, New York, are offering the trade



PARTS OF SPARK-PLUG.
"SOOT-PROOF" PLUG.

the 1907 "Soot-Proof" Spark Plug, illustrated. The insulator is a single, large, hand-turned porcelain, as it is said to be superior to mica,

talc, lava, stone, etc., being non-absorbent and will not disintegrate in hot gases. This Plug has substantial nickel plated points, correct in



BROKEN VIEW, SPARK-PLUG.

design and it is impossible for oil to remain fixed across the gap. This Plug is made in three sizes, Standard $\frac{1}{2}$ -inch, metric and auto-car. General and cross section views are shown in the illustrations.

"Phoebus" Auto Lamp

The Manhattan Screw & Stamping Works, 206 West 11th street, New York, are placing on the market the "Phoebus" Auto Lamp,



GAS GENERATOR.

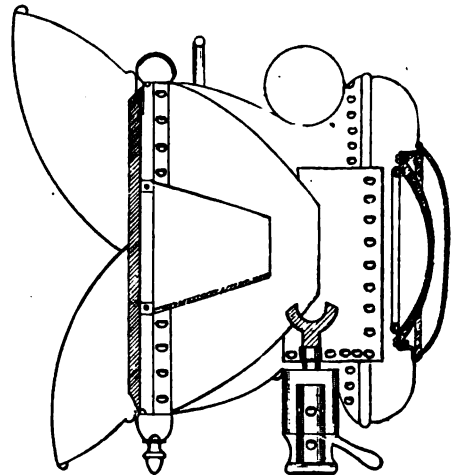
Model A, illustrated. It embodies new principles and gives the desired effect in a parabolens lamp. It is made of heavy-gauge brass

throughout, solderless, as rivets and screws are used on all parts. It is furnished with two condensing lenses accurately focused, and will illuminate objects with a penetrating light for a distance of 300 yards, while the reflector and outside hood, which is plated and highly polished, will light up objects in the vicinity



"PHOEBUS" AUTO LAMP, MODEL A.

of the car. This Lamp is made in two sizes, and the company will send their new catalogue upon request, which shows some sixteen models of Auto Lamps, together with Generators, Horns and other accessories which they manu-



CROSS-SECTION OF "PHOEBUS" LAMP.

facture. - The cross-section of the Lamp clearly shows the construction. The Gas Generator is simple and inexpensive, and is to be used in connection with the concern's Auto Lamps. They have recently been granted patents on the Generator.

AUTOMOBILE SUPPLIES IN THE HARDWARE STORE

A NEW SOURCE OF REVENUE, ESPECIALLY IN SMALLER
TOWNS—GOOD RETURNS TO DEALER WHO CATERS TO
MANY WANTS OF AUTO OWNERS—A LINE THAT IS
RAPIDLY GROWING.

Many Opportunities in Towns

During the past two or three years the automobile industry has developed very extensively. In large centers of population exclusive automobile supply stores have been established to take care of the growing demand. To those closely in touch with the automobile industry it became apparent that in the smaller towns where the exclusive automobile dealer could not command sufficient trade, automobile owners were unable to secure such supplies without inconvenience of ordering same from the nearest supply house, frequently fifty to a hundred miles distant. As Hardware dealers are expected to carry in stock almost any article made of metal, they have been approached by automobile owners for the supplies most frequently required, only to be turned away for want of having same in stock. A number of the large Hardware jobbers throughout the country have gradually taken up the handling of automobile supplies, and as a consequence, a fair percentage of the dealers have been convinced that they may as well share in the profitable trade that can be secured by catering to the ever-increasing number of automobile enthusiasts.

It may also be noticed that several of the manufacturers of automobile appliances have recently taken steps to directly interest the Hardware dealers and therefore it may be expected that in localities where automobile supplies have heretofore been bought to fill specific orders only, will in the near future be found as part of the regular stock of the wide-awake Hardware dealers who watch the development of the modern period of motoring.

It is within the power of the Hardware dealers to encourage their jobbers to catalogue the most useful and best-advertised automobile appliances so that when it becomes necessary to order same, no time will be lost in lengthy correspondence for the articles wanted.

Autoists Willing to Pay Good Prices

Every Hardware Dealer, whether having a large or small business, is anxious to learn

where he can discover a new source of revenue.

The coming of the automobile, and let us say here that it has come to stay, brought with it innumerable opportunities for the thrifty Hardware Dealer, the one who buys the very best he can to-day and is on the alert for something better to-morrow.

The list of auto owners in this country runs over the hundred thousand mark and represents, as a rule, a class anxious to secure the latest accessories out and willing to pay good prices for the best; hence we say to the Hardware Dealer everywhere, add to your regular stock a generous and well selected stock of Automobile Supplies and Accessories.

Our reason for tendering this advice is because in a Hardware store is generally found such tools as can be used in repairing an auto or replacing old or broken parts with those new and up-to-date and the autoist goes to a Hardware store first when in need of supplies or repairs.

The auto supply business, while being desirable and very interesting, is also very profitable, and our advice to Hardware dealers is to get into line for next year.

Direct Profit Not the Only Incentive

We consider the handling of automobile supplies by the retail Hardware dealer to be advisable. In fact, we think it decidedly poor policy for the Hardware dealers not to handle automobile accessories. There is no great amount of poetry in nails, screws, shovels, etc., but just now automobile goods are entirely different. There is as much interest shown now by the public in automobiles as was shown ten years ago in the bicycle. This is evidenced by not only the enormous crowds which went to the Vanderbilt Cup Race, but also by the fact that the newspapers took as much notice of it as if it were a Presidential Election. As soon as a Hardware dealer puts in a stock of something which appeals to the automobilist, his store begins to lose that prosaic atmosphere, and he has some-

thing which people will look at with interest and talk about afterward.

In putting in a line of automobile goods he has something to talk about and something which people like to hear talked about. Furthermore, practically all the leading manufacturers of automobile supplies are very ready and willing to furnish the retailer with attractive advertising matter to push the sale of his wares. The object of thus pushing the sale of automobile supplies is not so much the direct profit which comes from the sale of these articles, although this may be considerable if properly handled, but the indirect advantage which comes from attracting people into the store. An automobilist who comes in to purchase an automobile jack or pump is very apt to remember when he gets in the midst of a hardware display that he needs a hammer, screw driver or a wrench or any one of a hundred and one different things, and he is, of course, very apt to buy all such things at a store where he forms the habit of trading. There has been a great deal of discussion in the columns of the *HARDWARE DEALERS' MAGAZINE* about the great harm being done to the retail Hardware trade by so-called catalogue houses. We are firmly of the opinion that if the average Hardware dealer were a little more up-to-date, were a little more ready to take advantage of the opportunities which he has, there would not be much business left for the catalogue house to get, and it seems to us that this automobile supply line is one of those very opportunities which is presented to a hardware dealer in a small town to get on the right side of his townspeople by showing them that he is alive to their wants and ready to put in those lines which they need.

FROM A MANUFACTURER.

Popularity of Autos

As illustrative of the tremendous growth of the motor car industry in America, it is stated that seven years ago only three gasoline cars were in use in New York City. To-day over eighty different makes are sold here. Over 35,000 cars are now registered in the State, and new registrations are being taken from the office of the Secretary of State at the rate of over 1,000 a month.

The capital invested in the automobile business in the United States to-day is over \$150,000,000. Over 100,000 men are employed in the business, and, according to the most reliable estimates, more than 100,000 cars are now in use throughout the country. In the American factories 135 different cars are made, and in addition 22 foreign cars have branch houses and agencies in this country.

New York Auto Show

The Seventh Annual Automobile Club show of the Automobile Club of America will be held at the Grand Central Palace, Lexington avenue and 43d street, New York City, from the 1st to the 8th inst. Many manufacturers were obliged to forego exhibits as all space was sold some time ago. There will be a large number of American and foreign cars shown. There will also be a large number of auto accessories shown at both this and the one in January.

The Annual Automobile Show of the Association of Licensed Automobile Manufacturers will be held at Madison Square Garden from January 12 to 19, inclusive. Hardware dealers who are now handling automobiles or auto supplies will find it decidedly to their advantage to attend either one or both of the above shows, as there will be many of the latest novelties exhibited.

The C. T. Ham Mfg. Co., Rochester, N. Y., for whom John H. Graham & Co., 113 Chambers street, are New York representatives, have issued a new catalogue of Ham's "Cold Blast" Auto Lamps. Kerosene oil is used as fuel. The construction draft and reflectors are such that a strong, clear, penetrating light is available at all times. The Lamps hold sufficient oil to burn not less than 27 hours. There are a variety of Lamps, each of which is highly finished. The manufacturers report a big and rapidly increasing trade.

The Frank Mossberg Co., Attleboro, Mass., have ready for the trade their new catalogue, which is an exceptionally well printed book. The "Mossberg" Wrenches, Bicycle Bells, Gongs, etc., are illustrated. The concern make manicure goods for souvenirs, advertising novelties, etc. They furnish special designs upon request. A specialty of the company is metal stampings and punchings.

The H. W. Johns-Manville Co., 100 William street, New York, have issued a pocket size catalogue of Asbestos Household Conveniences. This booklet presents a description of the line and the uses to which they may be put. Among the articles presented are: Asbestos Table Covers and Luncheon Mats, Table Padding, Asbestos Baking Sheets, Stove Mats, Asbestos Griddles, Asbestos Lined Steel Pie Plates, Omelet Pans, Asbestos Toasters, Asbestos Stove Lining, Stove Polishers, Iron Holders, Flat Iron Rests, Insoles, etc.

The Narragansett Machine Co., Providence, R. I., have brought out a catalogue of Steel or Wood Locks for factories, offices, etc.

Iwan Bros., Streator, Ill., in a recent pamphlet, give special attention to the "Iwan" Post Hole and Well Auger. A full explanation of its construction and uses is given, together with many testimonials from users of the tool.

The Dana Mfg. Co., Cincinnati, O., have issued a new catalogue showing their line of Ice Cream Freezers in natural colors. There are also descriptive circulars of the "Dana" Mop Wringer and the "Dana" Food and Meat Chopper.

The Dwight Slate Machine Co., Hartford, Conn., have ready for distribution their 1907 catalogue of Sensitive Drills, Automatic Pinion Cutters, Marking Machines, Chucks, Cutting Off Tools, etc. The book is pocket size, and contains 120 pages.

The Enterprise Mfg. Co., Akron, O., have nearly ready for occupancy a new building, being a five-story brick structure, 100 x 50 feet. From 300 to 400 hands will be employed hereafter. During the past season the company sold from 100,000,000 to 150,000,000 fish hooks of their own manufacture.

The Specialty Mfg. Co., St. Anthony Park, Minn., are mailing the trade the 1907 price lists of "Easy" Emptying Grass Catchers, Detachable Hose Racks and "Handy" Hose Holders. They are also bringing out Mechanics' Aprons, made of canvas and having pockets for tools.

C. B. Hewitt & Bro., 48 Beekman street, New York, are the eastern agents for the "Congo" Never-Leak Roofing. It is rain, air, climate and rot-proof, as it embodies no materials affected by any of these elements. This Roofing is of a uniform slate gray color, looks and feels like rubber, and is as impervious to moisture as rubber. It is made in four thicknesses and put up in rolls 36 inches wide.

Landers, Frary & Clark, New Britain, Conn., have prepared a series of single and double column newspaper electros of their Table Cutlery. Space is left on some of the cuts for the name and address of the dealer, while on others the mortise is for the entire part of the text to be supplied by the merchant himself. Any of the cuts are supplied free of charge.

The Turner Brass Works, Franklin and Michigan streets, Chicago, Ill., in catalogue No. 28 present their line of Automobile, Motor Cycle and Power Boat specialties. They include the "Turner" Carburetor, Muffler and Exhaust Cooler, Gasoline Hydrometer, Automatic Ratchet Foot Treadle, Water Connections, Pressure Indicating Pump, Brass Pipe Couplings, Auto Torches, Hub Caps, Polished Bronze Letters, Auto Monograms and Trade-Marks, Needle Valves, etc.

The Gifford-Wood Co., Hudson, N. Y., and Arlington, Mass., have issued two catalogues, one devoted to ice tools and the other to ice machinery. The latter line is made at Hudson and the ice tools at Arlington. The ice tool catalogue contains everything relating to the cutting and handling of ice, such as ice plows, planers, cutters, snow scrapers, ice saws, grappels, chisels, bars, hooks, augers, tongs, axes, awls, shavers, saws, scales, crushers, runs and skids, etc. The machinery catalogue is devoted to illustrating and describing ice elevators, conveyors and lowering machinery, etc., used in filling and emptying ice houses.

The Pritchard-Strong Co., Rochester, N. Y., have brought out a large ten-color lithographed figure, which they call "Uncle Obediah," being a portly farmer in characteristic attitude sitting on a box. His right hand is extended, and on the thumb a tack is put from which one of the company's latest "Prisco" Cold Blast Lanterns is suspended. "Uncle's" eyes are directed towards the lantern, and as the figure is life-size, made of heavy pasteboard, with a supporting back, it will undoubtedly attract much attention wherever placed. An illustration of this advertising novelty is shown in the company's advertisement in this issue.

The Shelby Steel Tube Co., Pittsburg, Pa., are sending the trade copies of their catalogues of "Shelby" Steel Tubing. The larger book is devoted to "Shelby" Cold Drawn Steel Tubing, and the entire process is described in language that any reader can comprehend. A few of the multitude of uses to which this Tubing is put are enumerated, such as automobile parts, cream separators, elevator cages, display frames, office fixtures and furniture, hollow shafting, bicycle tubing, tubing in rolls, fishing and umbrella rods, canes, drill rods, trolley poles, hand railings, magazine rifle tubes, toy pistols, etc. The smaller booklet is a price list of Seamless Tubing for mechanical purposes.

The Arrow Can Co., 35 Warren street, New York, have issued a new price list of their entire line of Ash, Garbage and Oil Cans.

The Nicholson File Co., Providence, R. I., are sending the trade a 4½x6-inch catalogue, being a photo reduction of their large catalogue. The company make over 3,000 varieties of Files, Rasps and Tools.

The Rollman Mfg. Co., Mount Joy, Pa., in their latest catalogue of "Rollman" Household Specialties, show their line of Food Choppers, Peanut Butter Machine, Cherry Seeder, Apple Cutter, Peach Stoner, Potato Cutters and Meat and Food Choppers.

The McKinney Mfg. Co., Pittsburg, Pa., have ready for distribution their new catalogue No. 24, of 102 pages, bound in cloth covers. They are manufacturers in wrought steel of Polished Steel Butts, Strap and T Hinges, Felloe Plates, Door Hangers, Track, Shelf Brackets, etc.

The Powers Publishing Co., Norwalk, O., have issued a new catalogue of Hardware electros. There are listed cuts which can be readily adapted to local newspaper advertising or used in circular work. A sheet shows quite a number of small electros of various articles common in a Hardware store.

The Bristol Co., Waterbury, Conn., in their gauge catalogue, No. 44, have added a large number of ranges to those published in their previous edition. Several of the old charts have been replaced with those more modern, whose increments are uniform. These are grouped according to size and capacity, which enables one to find, without difficulty, the type of instrument best suited for the work. There is also listed the new Portable Pressure Gauge, which is designed for use where permanent installation is not necessary.

The Norvell-Shapleigh Hardware Co., St. Louis, Mo., have been sending the trade their catalogue of Christmas goods. They refer to the condition existing in many a Hardware store, of quiet trade during the greater part of December, while fellow merchants in other lines are hustling to take care of the holiday trade. The Hardwareman should participate in the holiday business, for it is nearly all cash. The goods shown embrace Pocket Knives, Razors, Razor Strops, Shears and Scissors, Manicure Tools, Plated Silverware, Table Cutlery, Watches, Clocks, Lamps, Guns, Chafing Dishes, Carpet Sweepers, Sleds, Wagons, Automobiles, Velocipedes, Bicycles, Sewing Machines, Scroll Saws, etc.

Otway Cooper, Urbana, O., is sending the trade a catalogue and net price list of Rope Horse goods, comprising Web Halters and Leather Back and Dandy Brushes.

The Strickler Hay Tool Co., Janesville, Wis., in their catalogue show the "Strickler" line of Hay Tools, including Carriers, Forks, Slings, Steel Track, Hooks, Pulleys, etc.

Nineteen hundred and seven will be the fiftieth anniversary of E. C. Atkins & Co., Indianapolis, Ind. They have in mind a very pleasant surprise for their friends, the nature of which they have not yet revealed. In the meantime they are using a gold seal in commemoration of the approaching golden anniversary.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have been sending the trade a pamphlet descriptive of their plan to assist the dealer in the sales of "Stevens" Firearms. A booklet before us contains reproductions of the general magazine advertising they are doing for the holiday trade, reaching several million readers. The company urge dealers to procure stock from their jobbers.

The Fernald Mfg. Co., North East, Pa., have their 1907 catalogue ready for distribution. The concern manufacture Anti-Rattlers, Quick-Shifts, Wagon Jacks, Third Buggy Seats, Bits, Whip Sockets, Brake Springs, Axle Washers and other carriage and saddlery specialties.

The Continental Co., Detroit, Mich., have issued catalogues of the different screen factories that they represent as sales agents. Complete lines of Screen goods are shown for 1907. The catalogues are of the same dimensions, 9 x 6 inches, ranging in size from 24 to 40 pages each. There are eight catalogues, two each devoted to The A. J. Phillips Co. and the Owosso Mfg. Co., and one each to The Wabash Screen Door Co., The Philadelphia Screen Mfg. Co., the Queen Anne Screen Co., and The Porter Screen Mfg. Co. In each catalogue illustrations and descriptions are given of Screen Doors, Window Screens and Window Screen Frames. In some of the catalogues the line of patterns has been materially reduced; this has been done for the relief of the manufacturer and the jobber, and to facilitate good service. Lists of the standard sizes are given, weights required for a minimum carload east and west of the Mississippi River, and south of the Ohio River; weights of Screen Doors and Window Screens; telegraphic codes, etc.

The Edwards Mfg. Co., Cincinnati, Ohio, have issued a 168-page catalogue of Sheet Metal building material. Among the large list of goods illustrated may be mentioned Conductor Pipe, Cresting Blocks and Finials, Roofing, Corrugated Sheets, Galvanized Store Fronts, Window and Door Caps, Weather Vanes, Stove Pipe, Metal Ceilings and Side Walls, etc.

The Marshall-Wells Hardware Co., Duluth, Minn., have issued their cutlery catalogue, which was prepared, printed and bound in their own catalogue department. The book covers their entire Cutlery department, and is a small part of their general loose leaf catalogue which will be brought out soon after the first of the year.

The American Tap & Die Co., Greenfield, Mass., have issued a 100-page catalogue of Butchers' Knives, Market and Family Cleavers, Table and Kitchen Steels, and Butchers' and Kitchen Saws, all of which are made in factory No. 1. In factory No. 2 there are manufactured Threading Tools, Screw Plates, Taps, Dies, Stocks, Wrenches, Pipe Tools, etc.

William Vogel & Bros., Brooklyn, N. Y., in their latest catalogue show many articles which they manufacture from sheet metal. There are Bench and Machine Oilers; Sewing Machine, Phonograph, Engineer Drip and Mowing Machine Oilers; Tin Can Screws, Cork Lined Can Screws, Can Tops and Can Spouts, Sprinkler Roses, Tin Gasoline Funnels, Stove Urns, Crumb Sets, Cuspidors, Sprayers, etc.

The Osborn Mfg. Co., Cleveland, O., are sending the trade a substantially bound 175-page catalogue. The concern are large manufacturers of brushes and brooms for the general trade, and they also show complete lines especially designed and manufactured for railroad foundries, painters, platers, heater and boiler manufacturers, shoe manufacturers, brewers, bakers, butchers and packers, creameries and dairies, canning factories, etc. They also make a line of foundry supplies and some hardware specialties.

The Pittsburg Automatic Vise & Tool Co., Pittsburg, Pa., have ready for distribution their catalogue of Automatic Double and Single Swivel Vises. These Vises have a circular automatic grip, rendering slipping impossible. The range of movement describes

two complete circles; swivels being graduated by a scale, any degree can be instantly and accurately secured. The catalogue also gives particulars as to strength, simplicity, workmanship, material, weights, etc.

E. S. Hulbert & Co., Inc., is a corporation formed to take over the business of the late E. S. Hulbert, Bernardston, Mass., manufacturers of cutlery.

The H. W. Johns-Manville Co., New York, have opened a branch office at 315 Equitable building, Baltimore, Md. This office will be in charge of W. F. Baird.

The Rubel Hardware Co. has been organized at Lebanon, Ky., to do a jobbing business in Builders' Hardware and Staple Hardware, Guns, Cutlery, Stamped and Enameled Ware, Stoves, Ranges, Metal and Composition Roofing, Pumps, etc. They are in the market for shelving and other fixtures to be delivered about next February. Catalogues on the above lines are requested.

G. Brefeld, Aviston, Ill., who has a general Hardware stock, issued Bulletin No. 1, being a four-page circular 15 x 11½ inches. Special prices are quoted on all goods listed. Outside of the poor printing and the limited time in which the possible customer can avail himself of the reduced prices—15 days—there is but little to criticize. Get better printing, and when you make a special offer, give sufficient time to enable all to avail themselves of it.



**Prisco
Copper Bottom
Lanterns**

Will outwear three common lanterns;
they won't leak or rust.

The bottom is made of heavy copper
and other parts of extra heavy tin. We
believe it to be the very best lantern we
have ever sold.

Don't cost much more than a com-
mon lantern, either. See them in our
window.

FOSTER BROS.,

Telephone 21-3 62 Main St.

Store open Monday, Friday and Saturday evenings.

A CATCHY RETAIL STORE AD.

Builders' Hardware Display

J. H. Fall & Co., Nashville, Tenn., recently had their front show windows decorated with some Yale & Towne Builders' Hardware, comprising fancy designs of store door handles and inside sets, mounted on varieties of woods from many foreign countries. There is shown in the display a great many different finishes, from plain bronze to gold and silver plate. Padlocks are also shown, from half-inch gold-plated, to large jail locks. Cut glass knobs

Clinching the Sale

Many salesmen are accomplished "missionary" men; that is, they can deftly explain and keenly interest, but they lack the ability to crystallize that interest into a sale. Some of the most entertaining talkers I have ever met have, on the whole, been poor salesmen, because they could not clinch the sale after adroitly leading up to it.

In salesmanship, missionary work pure and simple, without any immediate results in the



WINDOW DISPLAY OF STORE DOOR SETS, ETC., BY J. H. FALL & CO., NASHVILLE, TENN.

are presented in different patterns. "Blount" Door Checks can be seen in several sizes both in ebonite and bronze finishes. The buildings shown are the First National Bank building, which has recently been completed, and the Stahlman sky scraper, now in course of erection, being the largest and handsomest office building in the entire south. Messrs. Fall & Co. have furnished the hardware for both of these buildings. The display attracted much attention, and comprised perhaps the finest assortment of Builders' Hardware ever gotten together.

way of sales, is often desirable in the introduction of some new article; but, as a general rule, if you succeed in arousing a man's interest to the buying point and then neglect to clinch the sale, you both lose the opportunity of making a customer and you make it easier for a competitor to sell his goods in place of yours.

Similarly, if your advertising arouses interest without clinching the sale or directly paving the way, it comes pretty near to being a sheer waste of money.

Ten Rules That Lead to Success for an Employee

1. Take as much interest in your employer's business as if it were your own.

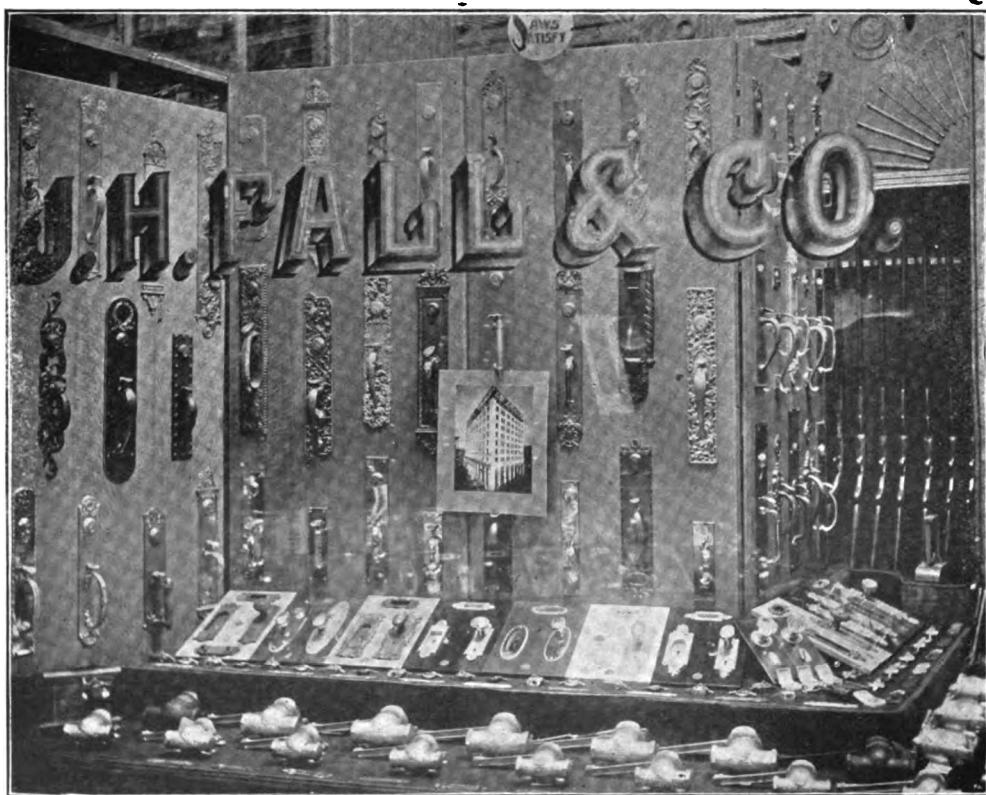
2. Do not expect to get all you can and give nothing. Do a little more work than is demanded.

3. Be prompt. Show that you have an interest in your work above the desire for an extra half hour in bed in the morning. You

in harmony upon those around you. It is a poor investment.

6. Be conscientious. Don't take too much interest in ball games, theatres, parties, etc., or you may find that you have not much time left to give to your work. Don't have a relation die too often. Funerals sometimes grow monotonous to an employer during the baseball season or on matinee afternoons.

7. Do not make the same mistake twice.



DISPLAY OF "YALE & TOWNE" BUILDERS' HARDWARE BY J. H. FALL & CO., NASHVILLE, TENN.

can't come down half hour late every morning and impress your employer with the idea that you are a wide-awake, active man or woman with an interest in your work.

4. Do your work well to-day—you won't have to do any of it over again to-morrow.

5. Be cheerful and willing. A sullen countenance is not pleasant to look upon by either an employer or a customer. Remember, your pulling power with a customer is one of your assets. The reverse will be your loss. Be courteous. Do not thrust your troubles and

8. Do not let your thoughts be always wool-gathering if you expect to earn an increase of salary on pay day.

9. Do not shirk your work and be always thinking of the money side of the proposition. Give good value for the money you receive, and you will be sure to succeed.

10. Put yourself in your employer's place and figure out what kind of an employee you would hire to get the most out of your business. Then set yourself to try to be that employee.

There is no short, easy road to success.

Coupon Order Forms

The attention of advertisers is invited to the following ruling on the subject of detachable coupons, forms, advertisements, portions of advertisements, etc., to take effect after March 4, 1907, unless the presence of such matter in publications is authorized by an Act of Congress:

Office of Third Ass't P. M. General,
Washington, D. C., Nov. 7, 1906.

To All Postmasters:

The practice has grown up of placing in connection with advertisements in periodicals (magazines) a coupon or order form to be filled out and used in sending a message back to the advertiser; or a coupon wholly in print not requiring to be filled out, but still for the purpose of return as a message or evidence of some kind to the advertiser, or advertisements themselves to be detached in their entirety and used for that purpose.

The law provides for the insertion of the advertisements only, and requires that they be permanently attached. There is no authority for the inclusion of coupons or order forms or the like concerning the advertisements or of advertisements to be detached. The periodical itself, entitled to the second-class rates, is by law made subject to the higher rate to which any matter not of that class inclosed with it is subject.

Blank coupons and order forms to be filled out are not permissible parts of a periodical, for sheets or portions of sheets, whether large or small, designed to serve as the means of future correspondence between the reader and advertiser are not advertisements, but writing paper furnished the reader for his convenience. As such they constitute merchandise, and are subject to the rate of one cent an ounce or fraction thereof. Printed coupons providing no space for signature or insertion, and advertisements intended to be detached, are third-class matter, and are subject to the rate of one cent for each two ounces or fraction thereof. It is unlawful and detrimental to the postal revenue to place such higher class matter in periodicals and transmit the same in the mails at the second-class rates. The fact that such articles serve the convenience of advertisers or others gives no warrant for waiving the lawful postage charge on them or on any periodical with which one or more may be inclosed.

However, in view of its prevalence and the desire to avoid unnecessary hardship, inconvenience and loss to publishers and advertisers, and that it has grown up through a misapprehension of the limits of the publishers' privilege, the practice will not be interfered with

before March 4, 1907, on which date the next session of Congress expires by limitation. It is possible that by that time Congress will have so changed the statutes in relation to the second-class of mail matter as to make express provision for the treatment of detachable coupons or the like.

Postmasters will immediately notify publishers of periodicals within their respective jurisdictions of this ruling in order that they may have ample time to adjust their businesses to the conditions.

EDWIN C. MADDEN,
Third Assistant Postmaster-General.

New York State Jobbers' Association

The annual meeting of the New York State Association of Hardware Jobbers was held at Kingston, N. Y., on the 15th ult., at which the following officers were elected:

President—A. J. Lowery, Utica.

Vice-President—E. C. Neal, Buffalo.

Secretary-Treasurer—Joseph Born, Syracuse.

Directors—Hobart Weed, Buffalo, and Irving D. Booth, Elmira.

New York State Retail Association

The fifth annual convention of The New York State Retail Hardware Association will be held in Syracuse, February 18, 19, 20, 21 and 22; the last four days will be devoted to association business. The president is L. C. Mattison, Newark, and secretary, John B. Foley, Syracuse.

Ohio Hardware Association

In connection with the annual convention of the Ohio Hardware Association, at Columbus, February 26, 27, and 28, there will be an exhibit in Memorial Hall similar to that of last February. The officers are working hard to make this feature a success alike to the exhibitors and to the merchants. The forenoon of each day will be devoted to the exhibits; the business session of the convention will be held in the afternoons. Those desiring space should correspond with J. R. Dickson, Columbus, O., who will supply diagrams, etc. The secretary of the association is Frank A. Bare, Mansfield.

Iowa Retail Hardware Association

Secretary A. R. Sale, Macon City, Ia., of the Iowa Retail Hardware Association, reports many reservations for space at the second annual Hardware exhibition to be held in connection with the ninth annual convention at Des Moines, February 19, 20, 21 and 22. A large building is provided for the exhibits, and diagrams, etc., can be had from the secretary.

(Continued from the November Issue.)

This should have on the first page a statement of the liabilities and assets of the merchant—though, if desired, these may be kept in a private ledger—containing this data:

Cash (bank in general ledger).
Merchandise (stock).
Fixtures.
Accounts receivable.
Real estate.
Other assets.

Accounts payable.

Expenses should be kept classified under proper heads, as irregularities are then easier detected and comparisons are more easily made.

above you can determine at any time:

1. Increase or decrease of sales for like periods.
2. Increase or decrease of expenses for like periods.
3. Ratio of expenses to sales. If the merchandise account is kept under department heads, the ratio of expenses to sales in each department may be determined.
4. Increase or decrease of accounts receivable.
5. Profit or loss on the business or specified branches of it.

Trusting that I have made the above method clear, and I assure you that it is as simple as a practicable, practical, "all-book" method can be, and still not be involved, I will show you how it may be very much simplified by re-

[illegible]

In taking the balance at the end of the year, go through the customers' ledger and transfer all accounts that you deem uncollectable to a small "dead head" book, thus closing them out as far as the customers' and general ledger are concerned. Credit the total of these accounts to accounts receivable and debit them to loss and gain. Treating bad debts in this way will make your balance sheet more nearly represent your true financial condition.

course to a combination book, card index and vertical filing system which I would have proposed in the first place, but for the fact that many persons will have nothing to do with card systems. This disinclination to use cards is largely the result of prejudice and lack of knowledge of the simplicity and accuracy that may be attained by their use and a fear that it involves too much labor. But, though the initial cost of a card system is a little more, it is cheaper in the end, not only because it is more convenient and thus saves time, but because it is more elastic and the renewal of any part of it means only a fraction of the expense necessary to begin a new book, to say nothing of the tremendous saving of time and labor.

The records for the simple method I will now present are:

Duplicate sales checks (numbered and lettered according to department and clerk, if

color than used for cash credits. File the slip in the envelope and deduct the amount from that day's charge sales.

In case of goods that were paid for being returned, and for which no exchange of other goods is made, file on the spindle a slip of paper showing the transaction, and at night deduct the amount from that day's cash sales.

The accounts payable or invoice book is indispensable, and so is the cash book, which, however, under this method, is not divided into two sections, as in the all-book system, but only shows cash paid on account, goods bought for cash and expenses.

of which have been checked back on your stubs.

No system of accountancy yet devised is more perfect than the man who keeps it. "What is worth doing at all is worth doing well," applies very strongly here. In fact, any bookkeeping that is not done well is worth nothing at all. The man who doesn't pay the proper attention to his bookkeeping deserves all the business reverses that are coming to him.

Analyze any very successful business of to-day, and you will find that the greater its success, the more strict its accountancy.

[illegible]

FIG. 8. FILING ENVELOPE FOR CUSTOMERS' ACCOUNTS.

The general ledger is, of course, necessary. You need not keep track in it of the people of whom you buy, as your accounts payable book does that. Nor need you keep track in it of the people you trust, as your customers' ledger does that. But in both cases carry the grand totals into the general ledger. When entering totals take care to allow for all discounts.

SOME GENERAL POINTS.

Use good inks for the books, as they are meant to be permanent records. Especially is this true of the ledger. Also use good stationery.

Keep your own bank account, charging up all checks drawn against it. In this way you will know where you stand, and will not be faced up with the unpleasant situation of trading on nothing. Your true balance is the difference between the total of deposits and the total checks drawn.

Balance your pass-books monthly and compare with your account, allowing, of course, for outstanding checks, the returned vouchers

A Convenient Rule for Interest

Multiply the principal by as many hundreds as there are days, and for

4% divide by.....90	8% divide by.....45
5% "72	9% "40
6% "60	10% "36
7% "52	12% "30

EXAMPLE.

Interest on \$144.00 for 169 days at 5%;
 $144 \times 1.69 = 243.36$, which divided by 72 =
 \$3.38, the required interest.

Short Cut Interest Rule

To find the interest on any sum for six days at 6 per cent. per annum without figuring:

Move the decimal point three places to the left.

Example:

What is the interest on \$1,574.35 for six days at 6 per cent.?

Answer:

Six days' interest at 6 per cent. equals \$1.57.

S. H. Gronemeier & Sons, Mt. Vernon, Ind., are sending their customers a 16-page catalogue bound in bright red covers. The contents of the book are largely devoted to stoves, ranges and heaters. We believe the catalogue would have been more attractive had reduced cuts been made and a much larger variety of goods put in the pages. There are several items in the catalogue which can scarcely be classed as seasonable with the stove line, such as refrigerators, ice cream freezers, screen doors, etc. There are an abundance of goods in a Hardware stock to get out seasonable catalogues at various times during the year.

Locke & Canfield, Luverne, Minn., have brought out their first annual catalogue in the interest of their retail Hardware store. If the book is intended to cover a six months' period, or longer, it is all right; if not, baseball goods, scythes, etc., could be left out until the spring catalogue, and more timely goods presented. However, it's good for the first attempt.

"Our Silent Salesman," is the title of a monthly paper gotten out by Koch Bros., New Baden, Ill. It is breezy, interesting and should prove effective in influencing trade. They offer to meet any prices quoted by any mail order houses and on the same conditions.

Frank H. Taylor

At a recent meeting of the stockholders of the Yale & Towne Mfg. Co., Mr. Frank H. Taylor was unanimously elected a director of the company, and at a subsequent meeting of the Board of Directors, held on the same day, was elected a vice-president of the company.

Mr. Taylor was born in Cincinnati, Ohio, and after leaving school entered Haverford College (near Philadelphia), where he graduated after a four years' course, immediately after which he entered Harvard University, from which he also graduated, in class of 1877, receiving the degree of A. B.

After leaving college, Mr. Taylor entered the employ of the Geo. Fox Starch Co., of Cincinnati, Ohio, as an apprentice, advancing through various stages to the position of superintendent. In 1882 he removed to Philadelphia, where he became one of the organizers, and then treasurer of the Belmont Iron Co., of which ultimately he became the president. The plant of this company having been destroyed by fire, Mr. Taylor in 1890 accepted the position of manager of the Philadelphia branch house of The Yale & Towne Mfg. Co.,

which he retained for the following seven years.

In 1897 he transferred his residence to Pittsburg, Pa., to accept an appointment as sales manager of the Westinghouse Electric & Mfg. Co. He served three years in this position and was then promoted to the position of fourth vice-president, in which he served for about three years, and finally was elected to the position of second vice-president, which he filled for the following three years and until he resigned in April, 1906. He is a director of the Westinghouse Electric



FRANK H. TAYLOR.

& Mfg. Co., and of the Provident Life & Trust Co., of Philadelphia, and one of the trustees of the Engineers' Club, of New York.

As a vice-president of The Yale & Towne Mfg. Co., Mr. Taylor's duties will relate equally to the manufacturing and commercial sides of the business and ultimately will include many of the matters which heretofore have been attended to by the president.

The present official organization of The Yale & Towne Mfg. Co. is as follows: President, Henry R. Towne; vice-presidents, Schuyler Merritt, Frank H. Taylor; secretary, J. H. Towne; treasurer, A. R. Erskine; general manager, Kirk Brown; general superintendent, Walter C. Allen.

Bulletin of New Dealers

(REQUESTS FOR CATALOGUES AND INFORMATION.)

Special reports have been received at the office of the **HARDWARE DEALERS' MAGAZINE** from the following new dealers (or change in style of firms) since last bulletin, stating the goods which they handle or expect to handle. These reports are sent to us direct from the dealers themselves, and are therefore reliable. They want the latest catalogues, special circulars or price-lists relating to the classes of goods they handle. The numbers indicate classes of goods handled.

1 Builders' Hardware	13 Guns and Ammunition	24 Cabinet Hardware	35 Belting
2 Machinists' Tools	13 Building Papers	25 Horse Shoes	36 Lawn Mowers
3 Carpenters' Tools	14 General Hardware	26 Plasterers' Tools	37 Lamps
4 Cutlery & Plated Ware	15 Electrical Supplies	27 Paints and Oils	38 Oil Stoves
5 Tinware	17 Factory Supplies	28 Glass and Putty	39 Stationers' Hardware
6 Woodenware	18 Stoves and Ranges	29 Blacksmiths' Supplies	40 Refrigerators
7 Rope and Twine	19 Furnaces	30 Fishing Tackle	41 Shoe Nails, Soles, etc.
8 Pumps	20 Saddlery Hardware	31 Sporting Goods	42 Wood Mantels, etc.
9 Agricultural Goods	21 Vehicles	32 Butchers' Tools	43 Plumbers' Supplies
10 Bicycles	22 Lead and Iron Pipe	33 Hose	44 Steam Fitters' Supplies
11 House Furnishings	23 Tin Plate and Metals	34 Weather Strip	45 Yacht & Boat Hardware

California

SAN FRANCISCO: Badt Bros., 1586 Bush Street.

Retail (opened new store), 1 to 7, 10, 12, 14, 15, 27, 33, 36, 37, 38, 40.

SAN FRANCISCO: Heyman-Weil Co., 68 Kansas Street.

Wholesale and retail (succeeded Harry Unna Co.), 4 to 7, 10, 14, 18, 38, 40.

Connecticut

NEW HAVEN: Byron M. Webler, 880 Whalley Avenue.

Retail (succeeded J. S. Peck), 1, 3 to 9, 13, 14, 27, 28, 30, 33, 34, 36, 38.

STAFFORD SPRINGS: Brown & Pinney. Wholesale and retail (succeeded H. Chapman & Co.), 1 to 9, 11 to 14, 17, 24 to 38, 41.

WILLIMANTIC: Jordan Hardware Co. Wholesale and retail (formerly Jordan Bros.), 1 to 18, 20, 22, 24 to 38, 40, 41, 44.

Florida

NEW SMYRNA: R. S. Maley.

Retail (opened new store), 1 to 10, 12 to 15, 18, 20, 22 to 34, 36, 37, 38, 40, 41, 43, 44, 45.

Georgia

ATLANTA: F. J. Cooledge & Son.

Wholesale and retail (opened new store), 1 to 4, 6, 7, 14, 24, 26 to 29, 32, 41.

Idaho

IDAHO FALLS: N. D. McCutcheon & Co., Inc.

Retail (succeeded G. E. Blockie & Co.), 1 to 6, 12, 14, 18, 19, 22, 24, 25, 28 to 31, 34, 36, 37, 38, 43, 44.

MERIDIAN: H. Pitcher.

Retail (opened new store).

TWIN FALLS: Stothard-West Hardware Co.

Retail (succeeded Minidoka Hardware Co.), 1, 3 to 12, 14, 18, 19, 21, 22, 23, 25 to 34, 36 to 41, 43.

Illinois

PEARL CITY: Edw. Schuler.

Retail (formerly Schuler & Offenheiser), 1, 3 to 7, 12, 14, 18, 19, 24 to 28, 30 to 33, 36, 38, 40.

Indiana

AMBI: Tussey Hardware Co.

Retail (succeeded L. Gilkey & Son), 1 to 10, 12 to 15, 18 to 30, 32 to 41, 43.

HUNTINGTON: Samuel S. Nave.

Retail (formerly Nave & Provines), 1 to 8, 10, 12, 13, 14, 18, 24 to 28, 30, 32, 33, 34, 36, 38, 40, 41.

Iowa

AMITA: Harry Bovee Co.

Retail (succeeded Frank K. Robinson), 1 to 7, 12, 14, 18, 23, 24, 27, 29, 30, 31, 36, 38.

AURELIA: Johnson & Templeman.

Retail (succeeded W. J. Prisch), 1, 3, 4, 5, 7, 12, 14, 18, 19, 23, 27, 28, 30, 31, 36, 38, 40.

DYERSVILLE: Kulker Bros.

Retail (succeeded Armstrong Hardware Co.).

JOICE: O. O. Myli.

Retail (succeeded C. J. Thompson), 1 to 10, 12, 14, 15, 18, 22, 26, 27, 28, 34, 35, 36, 41, 44.

LAUREL: J. C. Bulfer.

Retail (formerly E. G. Bulfer).

PETERSON: Fastenow & Plagman.

Retail (formerly Fred Plagman), 3 to 8, 10, 11, 12, 14, 18, 19, 20, 24, 27, 28, 30 to 34, 36 to 41, 43, 44.

SIOUX CITY: Dymond-Simmons Hardware Co.

Wholesale and retail (formerly Simmons Hardware Co.).

VAN WERT: Harper & Henry.

Retail (formerly Harper & Thompson), 1 to 9, 12, 14, 18, 20, 22, 23, 25 to 28, 30 to 35, 37, 38, 39, 41, 44.

Kansas**COLBY:** H. A. Evans.

Retail (succeeded J. L. Bottorff), 1 to 5, 7, 8, 9, 12, 13, 14, 18 to 21, 26, 27, 28, 35, 38, 40, 41, 44.

SPRING HILL: Roberts & Lee.

Retail (succeeded Miller Hardware Co.), 1 to 9, 12, 14, 18, 21, 22, 25 to 31, 36, 37, 38, 40.

WATHENA: Doniphan County Hardware & Furniture Co.

Retail (succeeded Rullman & Rullman Co.), 7 to 10, 18, 20, 21, 22, 27, 36, 37.

Kentucky**LEBANON:** Rubel Hardware Co.

Wholesale and retail (formerly W. H. Rubel).

Louisiana**ATHENS:** Athens Hardware & Furniture Co.

Retail (opened new store), 1 to 7, 9, 10, 12, 14, 18 to 23, 25, 28 to 31, 35 to 38, 40, 41, 44.

NEW IBERIA: Voorhies Hardware Co.

Retail (succeeded Erath Hardware Co.), 1 to 8, 10, 12, 13, 14, 18, 20, 23, 26, 27, 29 to 33, 35, 36, 38, 40, 41, 43, 44.

Maine**BAR HARBOR:** A. E. Lawrence Co.

Retail (formerly A. E. Lawrence), 1 to 4, 7, 9, 12, 13, 14, 24 to 31, 33, 34, 36, 41, 42.

CAMDEN: C. E. Knight.

Retail (opened new store), 5, 6, 8, 18, 19, 22, 23, 33, 36, 38, 40.

JACKMAN: Elmer H. Dunton.

Retail (formerly Savage & Dunton), 1 to 9, 12, 13, 14, 18, 19, 20, 22 to 34, 36, 37, 38, 40.

ROCKLAND: Rockland Hardware Co.

Wholesale and retail (succeeded Blaisdell & Johnston), 1 to 6, 8, 10 to 15, 18, 19, 20, 22, 23, 24, 26 to 34, 36, 37, 38, 40, 41, 43, 44, 45.

STOCKTON SPRINGS: Goodhue & Co.

Retail (opened new store), 1 to 10, 12, 13, 14, 17, 18, 19, 22, 23, 26, 27, 28, 30, 31, 33, 34, 36, 38, 40, 41, 43, 45.

Massachusetts**LOWELL:** Cheney & Thomson Co., 547 Middlesex street.

Wholesale and retail (formerly F. W. Cheney & Son), 1 to 4, 6 to 9, 13 to 17, 22, 23, 24, 27, 28, 30 to 36, 41, 43, 44.

SPENCER: Prescott-Wilson Co.

Retail (succeeded Geo. H. Marsh), 1, 3, 4, 5, 8, 10, 14, 15, 18, 19, 22, 23, 27, 28, 30, 33, 34, 36, 38, 43, 44.

TAUNTON: Presbrey-Field Co.

Retail (formerly Presbrey-Mason Co.), 1 to 4, 6 to 9, 12 to 17, 22, 24, 26 to 36, 41, 45.

Michigan**KALKASKA:** Geo. E. Smith.

Retail (purchased hardware stock of John Sieting & Chas. W. Prevost), 1 to 5, 7, 8, 9, 12, 13, 14, 18, 19, 21 to 24, 26 to 33, 36, 38, 40, 41, 43, 44.

Minnesota**COLERAINE:** Coleraine Hardware Co.

Retail (opened new store), 1 to 8, 10, 12 to 20, 22 to 31, 33, 34, 36, 41.

Nebraska**HOWE:** C. A. Keel.

Retail (succeeded W. H. Lohr), 1 to 7, 10, 12, 14, 18, 20, 23, 26, 29 to 32, 36 to 39, 41, 42.

ST. PAUL: S. B. Knudsen.

Retail (succeeded Wm. Matthiasen), 1 to 8, 11 to 14, 17 to 20, 22, 23, 24, 26, 27, 28, 30, 31, 33, 34, 36 to 41, 43, 44.

SHELTON: Gumprecht Bros. & Co.

Retail (succeeded J. B. Hodge & Co.), 1 to 7, 10, 12, 14, 18, 24, 26, 28 to 33, 36, 38, 40, 41.

TEKAMAH: E. W. Shafer Hardware Co.

Retail (consolidated with hardware stock purchased of J. C. Smith), 1 to 8, 10, 11, 12, 14, 18, 19, 22 to 34, 36, 37, 38, 40, 41, 43, 44.

New Mexico**LAS CRUCES:** French & Porter, Inc.

Retail (opened new store), 1 to 12, 14, 18, 21, 27, 37, 38, 40, 43.

MELROSE: Browning Bros.

Retail (formerly at Purdy, Mo.), 1 to 14, 18, 21, 22, 24 to 31, 37, 38, 41, 43.

New York**ELBA:** H. F. Peck & Sons.

Retail (succeeded G. W. Munce), 1, 3 to 8, 10, 12 to 15, 18, 19, 22, 27, 28, 31, 34, 36, 37, 38, 40, 41.

JEFFERSON: Gilmore & Barr.

Retail (formerly Joseph H. Gilmore), 1, 3 to 10, 13, 14, 18, 22, 23, 25, 27, 28, 33, 36, 38, 41.

WATERTOWN: Connell & Rice.

Wholesale and retail (succeeded E. B. Irwin & Co.), 1 to 14, 17, 20, 23 to 29, 31 to 36, 39, 40, 41, 45.

Ohio**MILFORD CENTER:** Thomas & Daum Bros.

Retail (formerly at Peoria, O.), 1 to 10, 12, 13, 14, 18, 19, 22, 25, 27, 28, 30, 32, 33, 34, 36, 38, 41, 43.

YOUNGSTOWN: Stambaugh-Thompson Co.

Wholesale and retail (will consolidate with Morris Hardware Co.).

Oklahoma Territory**ALVA:** McGill Bros.Retail (succeeded Powell & Powell), 3 to 6,
10, 12, 18, 27, 28, 37, 38, 40.**Oregon****ELGIN:** R. D. Zweifel.Retail (succeeded J. H. Payne), 1, 3 to 8,
12, 13, 14, 18, 22, 23, 25, 29, 30, 31, 33,
37, 41, 43, 44.**FOREST GROVE:** M. Peterson & Son.Retail (formerly M. Peterson), 1 to 10, 12
to 15, 18, 21, 22, 24, 26 to 33, 36 to 39,
41, 43, 44. **Tennessee****MEMPHIS:** Barnes & Miller Hardware Co.Wholesale (formerly Thomas Barnes &
Miller), 1 to 8, 10, 12, 13, 14, 17, 18, 24,
25, 26, 29 to 34, 36, 37, 38, 41.**MEMPHIS:** Pidgeon-Thomas Iron Co.Wholesale (formerly Manogue-Pidgeon Iron
Co., Inc.).Wholesale (formerly Manogue - Pidgeon
Iron Co., Inc.), 7, 8, 13, 17, 22, 23, 25,
29, 33, 35, 43, 44.**Washington****MONTESANO:** Phillips Bros.Retail (formerly McDowell & Phillips), 1
to 5, 7, 8, 12, 13, 14, 18, 27 to 33.**West Virginia.****CHARLESTON:** Loewenstein & Sons, Inc.

Retail (formerly Loewenstein & Sons).

Wisconsin**KAUKAUNA:** Butler-Dietzler Hardware Co.Retail (formerly Butler Bros.), 1 to 7, 10, 12,
13, 14, 18, 19, 22, 23, 25 to 30, 36, 38,
40, 41.**Canada****SHERBROOKE,** N. S.: Thompson & Sutherland.Retail (opened new store), 1 to 8, 12, 13, 14,
17, 18, 19, 22 to 34, 36, 38 to 43.**GLENCOE,** Ont.: P. D. McCallum.Retail (succeeded D. MacLachlan), 1, 3 to
8, 10, 12, 13, 14, 18, 19, 22, 23, 26, 27, 28,
30, 31, 34 to 38, 40, 41.**Pays to Push for Holiday Trade**

It pays to push the holiday trade. We take three to four times the space in the daily paper, change our ad. every other day, use a great many cuts and the results have been very satisfactory.

E. O. PRATT.

Make Window and Store Display

We do not advertise any holiday specials, but windows and store displays are made of all goods suitable for same. Tools, chests, cabinet of all sorts, table and pocket cutlery, scissors, shears and razors, etc., of course, take the lead, but with us we find in our sales that most anything will go.

HOWARD MACCARTY.

Show Windows Better Than Newspapers

"While I am a great believer in advertising I have during the past year cut out all my newspaper advertising, having tested the same to my entire satisfaction and finding they were not read as they should be; therefore, I am doing everything in that line in my show windows, the same having proved to be a much better medium than anything else.

"As the holidays draw near I make special displays both in my windows and in the store, and I have found it brought much better results than any other methods I have ever tried. Attractive windows and an attractive store, coupled with prompt and courteous attention, and quality in the goods you sell, will do the trick.

J. H. SAYWARD."

Does He Take Too Much for Granted?

I have to say I am but ten miles from Boston, with forty trains each way daily, and fifteen-minute trolley service. I consider, under the circumstances, it is useless for me to put myself in competition with the necessarily superior inducements of a great city, so make no efforts in the way of securing holiday business. One would have to have a stock practically equal to all the attractions offered in Boston to stand any show of getting any amount of business in that direction, and even then it would be hopeless, as the average shopper delights in seeing everything there is to be seen, and with Boston so near the temptation would be altogether too strong to be combated. So I take what comes to me and let it go at that.

EASTERN MASSACHUSETTS.

We do not get out any special newspaper or circular advertising. Our plan of advertising is to carry a column ad. in each of our three local papers, changing copy every two to four weeks.

J. SEAMAN HARDWARE CO.

We do not get out special Christmas circulars, but depend on daily and weekly papers.

We promote holiday sales by advertising in the daily papers; also, using circulars, in a way. We endeavor to have our windows well arranged at that time, and make as many changes as possible.

FITCHBURG HARDWARE CO.

The best way to promote holiday trade is to have the goods people want, to take the most efficient means to let them know it. Newspapers, magazines, etc., that people buy and pay for are most prized by them, and are consequently the best mediums of advertising.

D. Y. McMULLEN.

Who Are the Makers?

If you can advise us as to the manufacturers of any of the following goods the courtesy will be appreciated. Please refer to numbers in writing:

- No. 50. "Mark" Pipe Cutter No. 2.
- 51. Gun Oil No. 9.
- 52. Brass Vases or Flower Pots.
- 53. Taxidermists' Tools.
- 54. "Economy" and "Always" Ready Cobblers' Outfits.
- 55. "Buckeye" Tire Bolt, ribbed.
- 56. Chilled Cut Steel Floor Nails.
- 57. Metal Chair Seats.
- 58. Blind adjuster that works with a lever.
- 59. No. 505 Oiler.
- 60. "Page" Wire Strainer.
- 61. "Davis" Combination Champagne Knife.
- 62. "Metropolitan" Mouse Traps.
- 63. Step ladder fittings of pressed steel or malleable iron.
- 64. "Atlantic" Brass Polish.
- 65. American Cabinet Makers' Bench Hold Fasts.
- 66. Steel ball bearing wheels for roller skates.
- 67. Floor clamp for forcing tongue and grooved flooring together.
- 68. Staples largely used by telegraph companies.
- 69. Receptacle to hold burnt matches, to be suspended from gas bracket.
- 70. "Samson" Post Hole Diggers.
- 71. "Opposition" Lamp Burners.
- 72. Smoothing Irons Heated by gasoline.
- 73. Cantello or Scantello patent Folding Draw Knife.

74. "Marvel" Mitre Clamp or Box.

75. "Dakin" Cylinder Scrapers.

Good Will Defined by Judge Lacombe

A United States judge in a decision, discusses the question of good will in the following language:

"Good will has been defined as 'all that good disposition which customers entertain toward the house of business identified by the particular name or firm, and which may induce them to continue giving their custom to it.' There is nothing marvelous or mysterious about it. When an individual, or a firm, or a corporation has gone on for an unbroken series of years conducting a particular business, and has been so scrupulous in fulfilling every obligation, so careful of maintaining the standard of the goods dealt in, so absolutely honest and fair in all business dealings, that customers of the concern have become convinced that their experience in the future will be as satisfactory as it has been in the past, while such customers' good report of their own experience tends continually to bring new customers to the same concern, there has been produced an element of value quite as important as—in some cases, perhaps, far more important than—the plant or machinery with which the business is carried on. That it is property is abundantly settled by authority, and, indeed, is not disputed. That in some cases it may be very valuable property is manifest. The individual who has created it by years of hard work and fair business dealing usually experiences no difficulty in finding men willing to pay him for it, if he be willing to sell to them."

THE BULLARD AUTOMATIC WRENCH

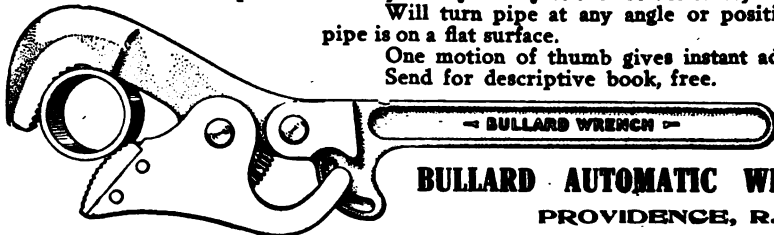
The only wrench that imitates the *natural grip of the hand*.

Monkey, Ratchet and Pipe Wrench combined, can't slip or crush the pipe no matter how small. Grips automatically—the jaws adjust themselves to any size pipe.

Will turn pipe at any angle or position, even when pipe is on a flat surface.

One motion of thumb gives instant adjustment.

Send for descriptive book, free.



BULLARD AUTOMATIC WRENCH CO.

PROVIDENCE, R. I.



The Peerless Patent Ankle Support and Skate Strap

Retail, 25 cents per pair, hardly more than the cost of ordinary straps. Made in either Black or Russet, and in ladies' and men's sizes. **Adjustable, Practical, Durable, Inexpensive.**

The Simplest and Most Effective Ankle Support Yet Invented.

Of great value not only to those with weak ankles, but amongst the more hardy skaters on account of the fact that it combines a skate strap with ankle brace.

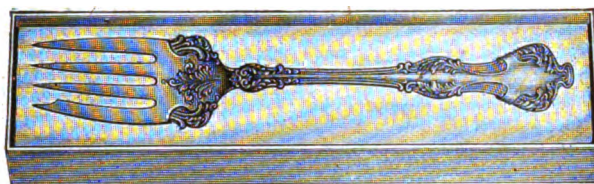
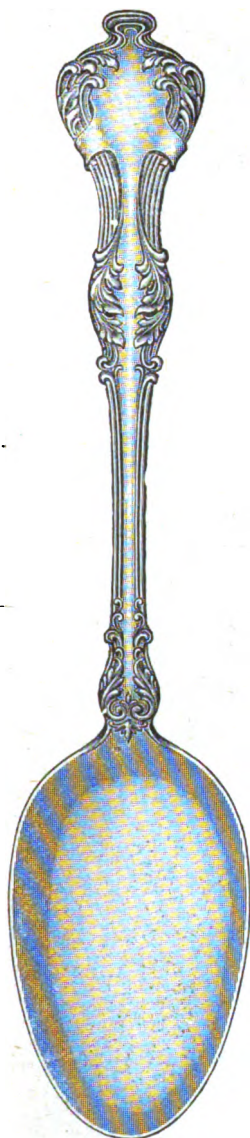
A great help to hockey and polo players, a necessity to ladies with weak ankles. Send for circular.

Patent July 1, 1902.

PEERLESS MANUFACTURING CO., Hartford, Conn.

{ Mention Hardware Dealers' Magazine.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



THE "CREST" is the latest pattern we have placed upon the market. We produce a full line in this design, both staple and fancy pieces, which may be obtained of us direct or of the leading jobbers.

The "CREST," like all goods bearing the stamp

★ Rogers & Bro. A-1

may be relied upon as being thoroughly reliable, honest in workmanship, satisfactory to the dealer and his customer. The reputation of the Old Reliable "STAR (★) BRAND" has stood the test of the years.

We are always glad to help the dealer advertise our goods and, upon request, will supply cuts and printed matter without cost.

INTERNATIONAL SILVER CO.
Successor to

ROGERS & BROTHER
WATERBURY, CONN.

New York Warerooms, 9-11-13 Malden Lane

SCREEN DOORS WINDOW SCREENS

===== SEASON 1907 =====

All reliable Hardware Jobbers will carry one or the other of the following well-known brands:

OWOSSO	WABASH	PHILLIPS
PORTER	PHILADELPHIA	QUEEN ANNE

Catalogs for 1907 are now in the hands of the Jobbers, showing the **LATEST, BEST and MOST DESIRABLE** patterns of **SCREEN GOODS**.

Our factories have installed strictly modern equipment, and, on account of our large capacity, convenient location of our different factories and our excellent transportation facilities, we are enabled to give our customers better service than ever.

THE CONTINENTAL CO.

1120 Penobscot Building, DETROIT, MICH.

**Rockwell Manufacturing
Company**

MANUFACTURERS OF

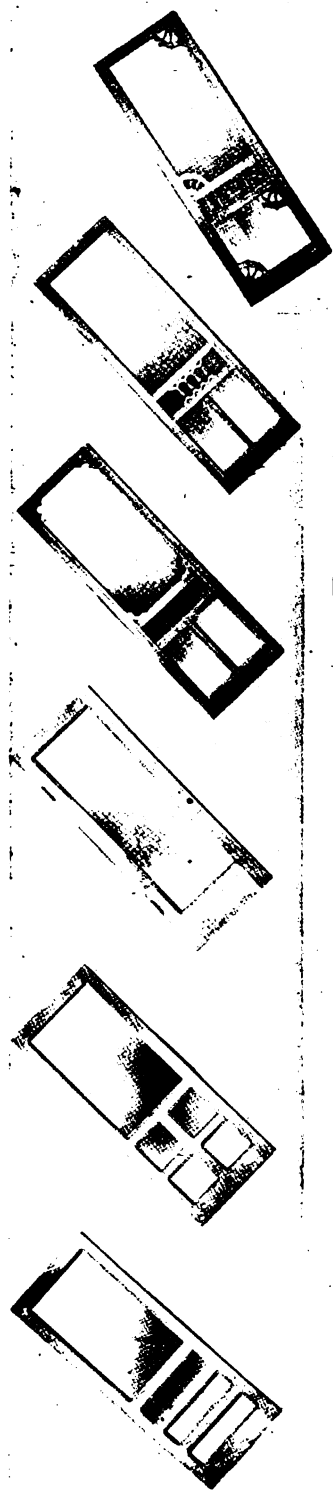
HIGH QUALITY SCREEN GOODS

**Screen Doors, Stationary
Window Screens, Adjust-
able Window Screens, K.
D. Frames and Made to
Order Work : : : : :**

FACTORIES

WALVERN, ARKANSAS

NOT IN THE TRUST





A New Dainty Rosette Wafers

Crisp and delicious—for breakfast, luncheon or afternoon tea.

Made with the fineness of butter and a novel little iron. A few women can make forty of them in 20 minutes at a cost of 10 cts.

All the best dealers sell these irons at 50c a set. If your dealer does not sell them, send us 70c and we will mail you a set postpaid.

FREE—Illustrate your dealer's goods when writing, and we will give you a book. It is now being "telling" how to sell these wafers, and our interesting catalogue of culinary novelties.

ALFRED ANDRESEN & COMPANY
1300 Washington Ave., S., Minneapolis, Minn.

OUR ADVERTISING HELPS YOU TO SELL

ROSETTE IRONS AND HEART-SHAPED WAFFLE IRONS

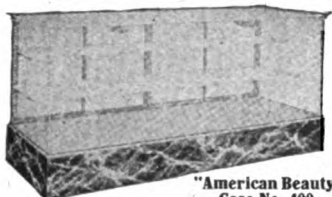
An enlarged reproduction of the advertisement shown herewith will be read in the leading publications every month by Over Ten Million Women. The thousands who answer this ad. will be referred by us to local dealers carrying our line. Your customers will demand our goods. Are you prepared to supply them?

ROSETTE IRONS patented by us are now universally popular with increasing demand.

HEART-SHAPED WAFFLE IRONS. This design is patented by us; they bake the waffles evenly, making them wholesome. This, together with the beautiful design, has made them the leading Waffle Iron on the market.

Write today for full particulars and dealers' price list.

ALFRED ANDRESEN & CO., 1304 Wash. Ave. So., MINNEAPOLIS, MINN.



"American Beauty"
Case No. 400.

LET US TELL YOU ABOUT OUR "AMERICAN BEAUTY" ALL GLASS CASE

Which Leading Hardware Stores are Adopting

Write for our Catalogue "A"

GRAND RAPIDS SHOW CASE COMPANY, - Grand Rapids, Michigan

New York Office, No. 740 Broadway, same floor as Frankel Display Fixture Co.

The Largest Show Case Plant in the World



THE NEWEST AND BEST

**Kent's Triumph Potato
and Corn Planters**

**James' Sanitary Cow
Stanchion and Stall**

WE MAKE THEM

Write for Prices

KENT MFG. CO.

FORT ATKINSON, WIS.

WE ARE NOW PREPARED
to fill your orders on

Oil Cups, Grease Cups

AND

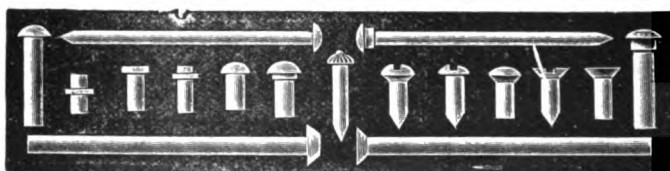
Lubricating Appliances

IN GENERAL

**PATTERSON, GOTTFRIED & HUNTER
(LIMITED)**

Machinery, Metals, Hardware,
Tools, Supplies

146-150 CENTRE ST., NEW YORK



RIVETS AND ESCUTCHEON PINS

Brass, Iron, Copper
and German Silver

JOHN HASSALL

181 Lafayette St., NEW YORK

**"Surecut"
Can Opener**
Pat. July 19, '04.



Two Cutters

One for Round Cans

One for Square Cans

Retails for 10 Cents.

(We also make other styles)

We also manufacture
**BREAD, BUTCHER,
CARVING AND PARING**

KNIVES

Carving Sets, Steels, Putty Knives,
Wall Scrapers, Cleavers, etc. Write
for 1906 prices. **CARVERS**, many
styles.

IRA F. WHITE & SON

144 Walnut Street, Newark, N. J.



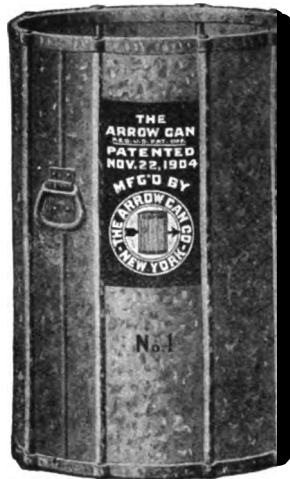
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TRUE TEMPER

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CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

"THE ARROW CAN"



(Reg. U. S. Pat. Office.)

For ASHES AND GARBAGE

MADE IN 3 SIZES

No. 01. 15x18 in.
List, \$4.50

No. 1. 15x24 in.
List, \$5.25

No. 2. 17x24 in.
List, \$6.00

An improved Pressed Steel Can, which has no rivets to pull out, linked hoops to pull off, or thin bottom to rust out. Reinforced and Galvanized.

"POPULAR" CORRUGATED PAIL

For Garbage, Ashes and General Use

Construction—This pail is strongly made, with Steel Bands top and bottom and Heavy Bale Handle, and cover fitting over the outside. A very strong, useful article for any purpose, and of a very convenient size.

No. 53. Size, 13x13.
List Price, \$2.25



"PHILADELPHIA"

No. 15. SPECIAL GALVANIZED GARBAGE CAN



Outside Fitting Cover
List, 60c each

Construction—This can is made of No. 20 gauge Black Steel in Body and Bottoms — $\frac{3}{8}$ inch rod rolled in top and bottom—"Arrow" Malleable Iron Handles and heavy clips with four rivets. This can is galvanized and soldered water-tight after it is made. A perfect can for garbage.

No. 15. Size, 14 $\frac{1}{2}$ x16 $\frac{1}{2}$
List Price, \$3.75

"BOSCO" OIL AND GASOLINE CAN

A Neat, Durable Galvanized Can for Automobile Garages, Paint Shops, Domestic and General Use for Gasoline, Kerosene, Naphtha, Benzine, etc. Nos. 70, 71, 72 and 73 have ordinary spouts. No. 74, 5 gallon, has Brass Spigot, as shown in cut.

Size	List Price per doz.
No. 70. 1 Gal. with spout,	\$4.00
" 71. 2 " " "	7.00
" 72. 3 " " "	9.00
" 73. 5 " " "	12.00
" 74. 5 " Brass Tee Spigot,	15.00

All list prices subject to discount.

For full particulars and new price list showing complete line write to

THE ARROW CAN CO. 35 WARREN ST. NEW YORK



It's the
Solidhed Display
that sells tacks

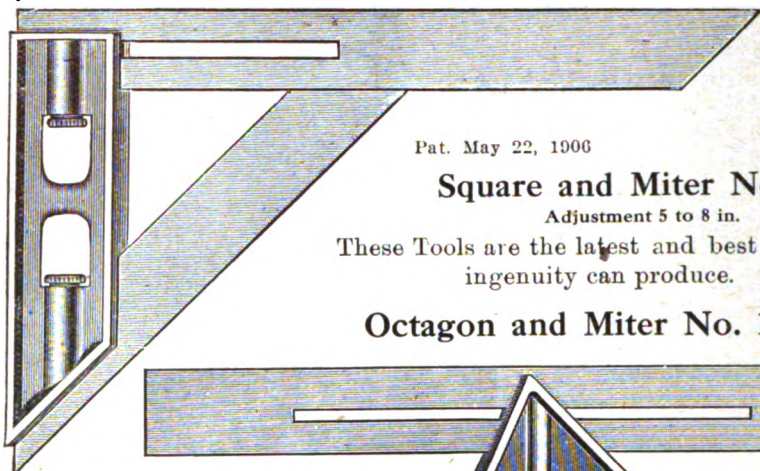
Solidhed Thumb Tacks are handy and attractive fastenings for pictures, photos, signs, drapery, window dressing, shelf-paper, curtains, coverings, etc.

Made in assorted colors german silver, brass, steel and numbers. Handy for desk blotters, drawing, dress-making and bulletin boards.

Ask your jobber or
Hawkes-Jackson Co. Makers
82 Duane St., New York



THE FOX TOOLS



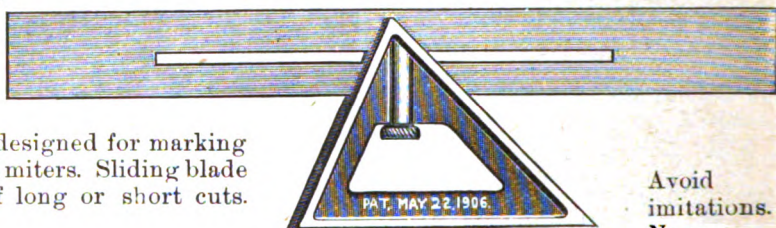
Pat. May 22, 1906

Square and Miter No. 10

Adjustment 5 to 8 in.

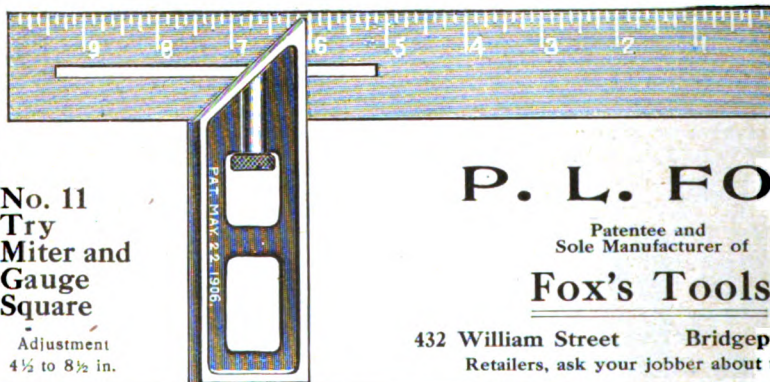
These Tools are the latest and best that Yankee ingenuity can produce.

Octagon and Miter No. 12



This Tool is designed for marking octagons and miters. Sliding blade will allow of long or short cuts.

Avoid imitations.
None genuine without sliding blade.



No. 11 Try Miter and Gauge Square

Adjustment
4½ to 8½ in.

P. L. FOX

Patentee and
Sole Manufacturer of

Fox's Tools

432 William Street Bridgeport, Conn.
Retailers, ask your jobber about this line



LOCK WASHERS, PULL RINGS, BURRS,
KNOB WASHERS, PIANO WASHERS,
FINISH WASHERS, all kinds BOXED OR IN BULK.
Send for Catalogue.

HOBBS MANUFACTURING CO., Worcester, Mass.

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TRUE TEMPER

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CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

A-B STOVE POLISH LIQUID-PASTE-POWDER

High-Grade Polishes which Polish

SEND FOR FREE SAMPLE

STOVE POLISH
for the
MANUFACTURER

STOVE POLISH
for the
DEALER

STOVE POLISH
for the
HOME

Give satisfaction and pay you good profit.

WRITE FOR QUOTATIONS AND CATALOG

A-B Polish Company

SUCCESSORS TO AYLING BROS.

CHICAGO, ILL., U. S. A.

**1st
Dime
Locks**



**50th
Dime
Unlocks**

You Can't Work or Pick the Basket Bank

No key to lose or combination to forget. Absolutely safe. No way of getting the money until \$5.00 is saved. **BEST REGISTERING BANK MADE.** Finely finished. **BIG SELLER. BIG PROFITS.** Order from your jobbers. If they haven't them write us.

SCHULTZ & STAPLES, 34 Wabash Ave., Chicago, U.S.A.



READY FOR USE

Auxiliary Ironing Board Co.'s VERIBEST

Size—Length, 20 inches. Price, \$14 per gross
Width, 5 and 2 1/4 inches. 3 Dozen in Box

MANUFACTURED BY
AUXILIARY IRONING BOARD CO.
Rochester, N. Y., U. S. A.



THE VANDEGRIFT WOOD HANDLE SCREW WRENCH

Hardwood Handle, parts fitted to stay, will not crack or break. Lower Jaw and Handle Shank of one solid piece, with machine steel studs inserted clear to base. Will outlast any ordinary wrench. Write for sample.

THE VANDEGRIFT MFG. CO., Shelbyville, Ind. New York Office, 108-10 Duane St.



GIFFORD - WOOD CO.

ICE TOOLS ELEVATORS

CATALOGS

HUDSON, N. Y.



Arlington, Mass.

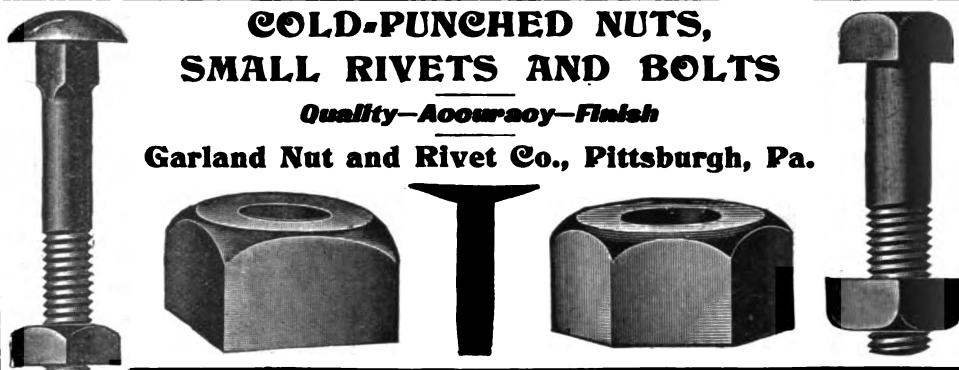
**14 So. Jefferson St.
Chicago, Ill.**

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

**COLD-PUNCHED NUTS,
SMALL RIVETS AND BOLTS**

Quality—Accuracy—Finish

Garland Nut and Rivet Co., Pittsburgh, Pa.



G. C. & E. P. TOWNSEND CO.
NEW BRIGHTON, PA.

MANUFACTURERS OF
**RIVETS, WIRE
AND WIRE NAILS.**



TRUE TEMPER

THE J. L. MOTT IRON WORKS

5th Avenue and 17th Street, NEW YORK

Fine Plumbing Fixtures. Ornamental Iron Work and
Stable Fixtures. Boilers and Radiators for Hot
Water and Steam. Ranges and Hot Air Furnaces.

KICK PLATES

*We carry a Large Stock of Specially Selected Brass and Bronze in all widths for
Kick Plates and can match any finish of hardware.*

**THE TURNER BRASS WORKS, 61 North Franklin Street
CHICAGO**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

Manila and Sisal Rope



We have for prompt shipment a large stock of rope in Chicago.

We can make some low prices.

H.Channon Company.
Chicago.

"Columbian" and "Eureka"



Manila and Sisal . . . ROPE

Oil Well Cordage
Transmission Rope
Hay, Hide and Bale Rope
Tarred Lath and Fodder Yarn
Jute and American Hemp Twines

Agencies in All Principal Cities

Columbian Rope Co.
AUBURN, N. Y.

ROPE and TWINE

MANILA ROPE
SISAL "
RUSSIA "
ITALIAN "
JUTE "
TRANSMISSION ROPE
FLOW LINE "
OIL WELL CORDAGE
INDIA TWINES
HARDWARE TWINES
WOOL "
WRAPPING "
TARRED CORDAGE OF ALL SORTS

PRICES
AND
SAMPLES
ON
REQUEST

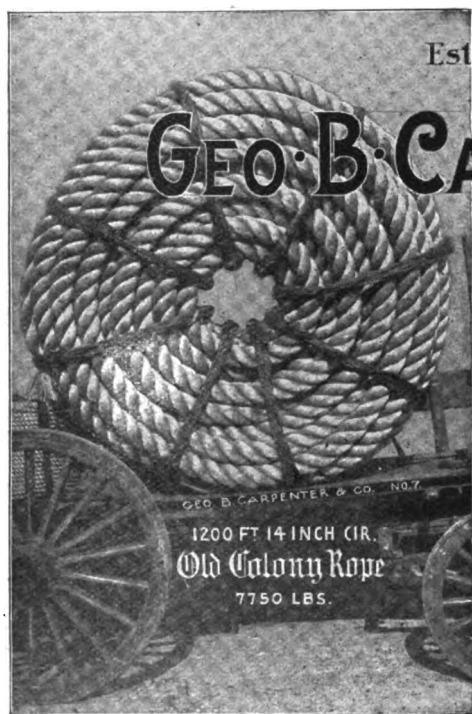


SEND FOR
OUR
DESCRIP-
TIVE
FOLDER

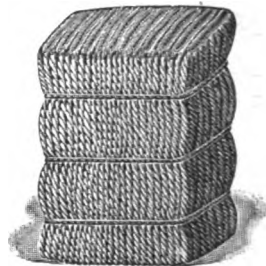
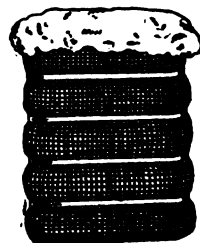
WE BELONG TO NO TRUST
POOL NOR
COMBINATION

Our goods pass to the dealer at a smaller margin over actual cost than any other cordage.

THE NEW YORK CORDAGE CO.
83-85 WALL STREET,
Cable Address, "Nycord" NEW YORK



Established 1840

GEO. B. CARPENTER & CO.**MANILA & SISAL
CORDAGE****ANNISTON SASH CORDS****LUDLOW TWINES****HARTZ BLOCKS****COTTON DUCK****200-204-206-208 S. Water St.
CHICAGO.****MANUFACTURERS OF
COTTON****TWINES, MOPS, WASTE
WICK, SASH CORD, AND CLOTHES LINES****ESTES
MILLS****Fall River, - Mass.**

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

SILVER LAKE

OUR NAME IS STAMPED ON THE CORD

The **SILVER LAKE**

Solid Braided

**Rope, Sash Cord, Railroad Bell Cord, Trolley Cord,
Masons' Lines, Chalk Lines, Clothes Lines, Etc.****Recognized Standard since 1868**

Silver Lake Sash Cord is made from fine yarn, perfectly braided and smoothly finished by experienced workmen, thus filling every requirement of a good cord.

The man who knows the good and bad points of all cords buys Silver Lake.

The Best is the Cheapest**The Best is What You Want****Send for our Catalogue****THE SILVER LAKE CO.****78 Chauncey Street, - - - BOSTON, MASS.****“PLYMOUTH” ROPE****1906****FOR 82 YEARS THE WORLD'S BEST****1824**

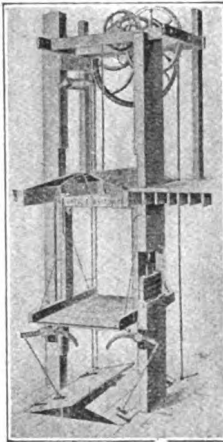
Eighty-two years is a long time for a business to live and *grow*. That **82** our business has done that and is *still growing* is proof positive of at least one thing. That is that “Plymouth” goods are *right* in every particular. The people who realize this are keeping our machinery moving lively, and others are finding it out daily.

“Plymouth” goods are always uniformly high grade and the conditions of manufacturing and marketing are such that they are also in reality cheaper.

Don't bother with poor rope—“Plymouth” means “economy for the user, satisfaction for the dealer.” Write us and we will tell you how to get our rope quickly and conveniently.

**Plymouth Cordage Co.****382 Court Street****North Plymouth - - Mass.**

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.



ELEVATORS

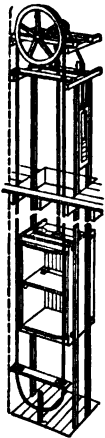
AUTOMATIC HATCH DOORS DUMB WAITERS

And all Appliances
for Same

Manufactured by

**C'Noill
Elevator Co.**

928 Cherry Street,
PHILADELPHIA, PA.
Send for Catalog



Dumb Waiters AND Hand Elevators

Of the Most Improved Auto-
matic Construction

Trunk Lifts, Invalid Lifts, Carriage Ele-
vators, Sidewalk Elevators, Freight
Elevators, Hatchway Hoists.

**SEDGWICK
MACHINE WORKS**

84, 86, 88 Carroll Street,
POUGHKEEPSIE, N. Y.
128 LIBERTY ST., NEW YORK

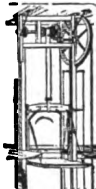
Catalog on Application. Estimates
on Request

IMPROVED Quick and Easy Rising Steam,
Electric and Hand Power

ELEVATORS

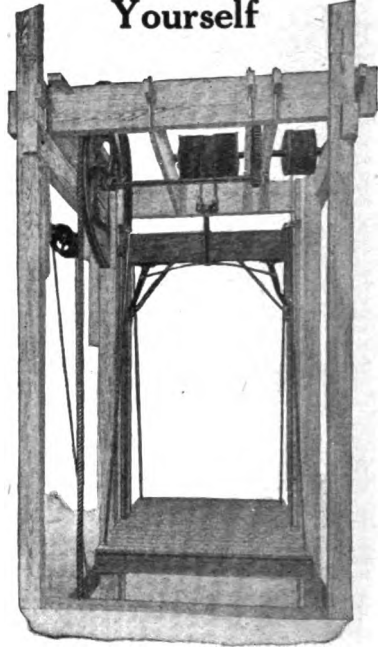
KIMBALL BROS.

900 Ninth Street, Council Bluffs, Ia.
SEND FOR CIRCULARS
Kimball Elevator Co., 239 Vincent St., Cleveland, O.
Branch Offices { 20 Cedar St., New York
 108 Eleventh St., Omaha



We Pay the Freight

You Install Elevator
Yourself



Center Lift Hand Power Elevator.
All Parts Inter-Changeable.

To Hardware Dealers

WE WILL ship this Elevator direct to you,
freight paid and you can install it your-
self without expense except the help of the
average mechanic. This is an exceptional
offer. Everyone knows that EATON &
PRINCE means dependable Elevators. No
other Elevator is quite as good because none
is made with such infinite care. Send for our
interesting Illustrated Catalogue No. 44.

EATON & PRINCE COMPANY

70-76 Michigan St., Chicago, Ill.

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TRUE TEMPER

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NORTH WESTERN STOVE REPAIR CO.

Nos. 225-235 West 12th Street, Chicago

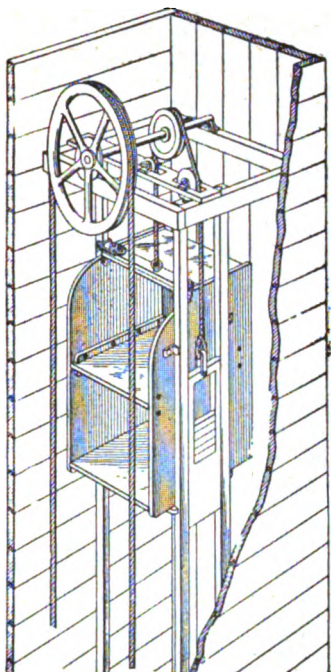
LARGEST AND BEST
STOCK IN THE WORLD

REPAIRS FOR THE OLDEST AND NEWEST
STOVES, RANGES AND FURNACES

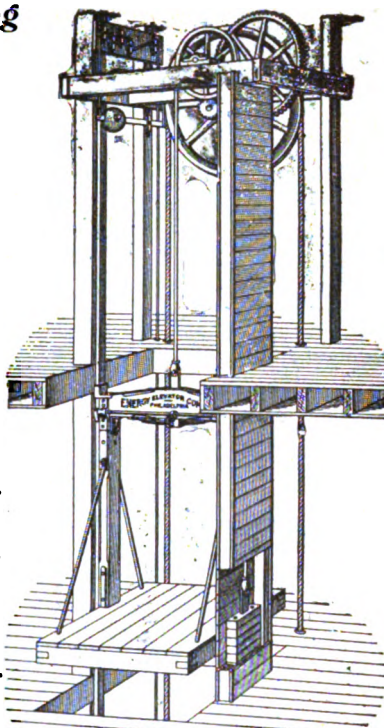
WRITE FOR SUPPLEMENT TO No. 20 CATALOGUE

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

*We shall be glad to send you Catalog
describing*



The Little Beauty
Dumb-Waiter
The Rapid Transit
Dumb-Waiter
The Energy Dumb-
Waiter
The Little Giant Dumb-
Waiter
The Side Post Hand
Elevator
The Back Guide Hand
Elevator
Hand Power Passenger
Elevator
Carriage or Warehouse
Elevator
Belt Power Elevators
Basement Lifts
Power Attachments for
Hand Elevators



ENERGY ELEVATOR COMPANY
406 Cherry Street, PHILADELPHIA, PA.

UNION ELEVATOR AND MACHINE CO.

FREIGHT ELEVATORS

144-146 Ontario St, CHICAGO.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

BUY POULTRY NETTING, WINDOW SCREEN CLOTH, ELECTRICALLY-WELDED
WIRE FABRICS, WIRE MATS, OR

ANYTHING MADE FROM WIRE.

From the manufacturer who guarantees the quality and can ship the goods when required.
We manufacture every description of WIRE CLOTH, NETTING, FENCING and PER-
FORATED METAL, including the following specialties:

"CLINTON" BRAND

Painted, Figured and Landscape Cloth

Fire-Proof Wire Lath

Electrically-Welded Wire Fabrics

"SILVER FINISH" BRAND

Window Screen Cloth

Poultry Netting

Galvanized Cloth

Our "POMPEIIAN" BRONZE Window Screen Cloth requires no paint or varnish, will not rust and is
unexcelled in durability and finish. Ask your hardware dealer for these goods.

Manufactured only by

CLINTON WIRE CLOTH COMPANY


Clinton, Mass.

Boston

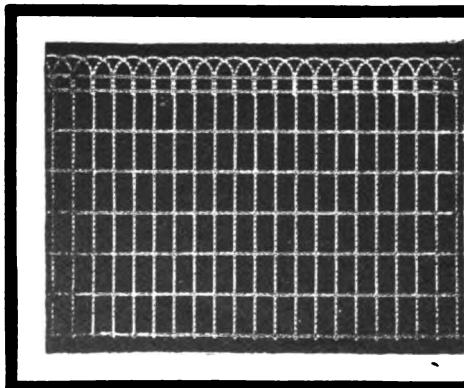
New York

Chicago

San Francisco



U.S.A.
Buffalo Wire Works Co.,
BUFFALO, N. Y.



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether
they handle our farm fence or not.
Built up to 6½ feet high. We carry
a stock in New York City for nearby
deliveries.

Cyclone Woven Wire Fence Co.

CLEVELAND, OHIO

HOLLY, MICH.

WAUKEGAN, ILL.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGE.

PEARL WIRE CLOTH

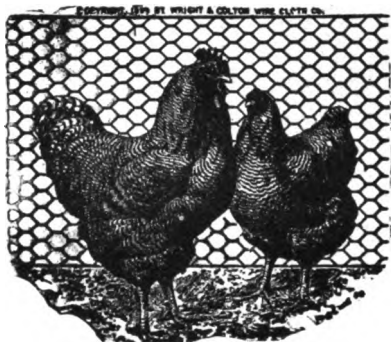
Wears four to five times longer than painted window screen cloth.

All genuine has copper wire selvages.

MANUFACTURED BY

THE GILBERT & BENNETT MFG. CO.

GEORGETOWN CONN. - NEW YORK - CHICAGO - KANSAS CITY



WRIGHT WIRE COMPANY 219 KINZIE STREET
CHICAGO

WORCESTER, MASS.

Makers of

WIRE CLOTHES LINES

WRIGHT WIRE CO.

WIRE LOCKERS

of every description.

WIRE of all kinds, POULTRY NETTING, WIRE CLOTH, STAPLES, RIDDLES, COAL SCREENS, PICTURE CORD, WIRE GUARDS, BANK and OFFICE RAILINGS, ELEVATOR CABS and ENCLOSURE and other Wire Goods.

The Old Reliable—Always Satisfactory

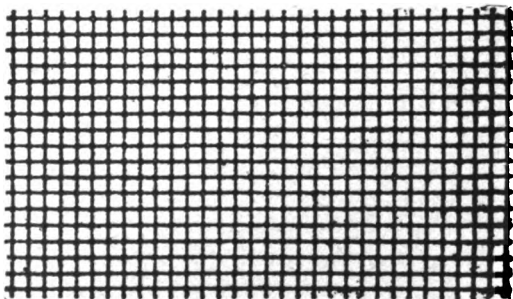


Poultry Netting
Farm and Lawn Fencing
Window Screen Wire Cloth
Coal Screens

All kinds of Wire Cloth—From all kinds of wire

THE NEW JERSEY WIRE CLOTH COMPANY

TRENTON, N. J.



WHY NOT BUY DIRECT

OF THE MANUFACTURERS

Galvanized Hex Nettings

Wire Cloth, all kinds

Fly Screen Cloth, Painted, Galvanized or Bronze.

Screens,

Coal, Ore or Sand.

Riddles

Hardware, Foundry and Coal.

Quality right, Prices right. Write for them

THE LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO., U. S. A.

*Quality
Sells*

WHEN HENRY DISSTON WAS ASKED THE QUESTION:

"WHAT DO YOU PUT IN YOUR SAWS?"

HE REPLIED:

"GOOD STEEL AND HONEST WORK."

UPON THIS FOUNDATION IS BUILT DISSTON QUALITY.



"IF YOU WANT A SAW IT IS BEST TO GET ONE WITH A NAME ON IT THAT HAS A REPUTATION. A MAN WHO HAS MADE A REPUTATION FOR HIS GOODS KNOWS ITS VALUE AS WELL AS ITS COST AND WILL MAINTAIN IT."

**ESTABLISHED
1810**

**HENRY DISSTON & SONS, Inc.,
PHILADELPHIA, PA.**



No matter how small your Hack Saw Trade runs—even a few customers can tell the difference between a good Blade and a poor one.

You can't afford to take any chances with poor Hack Saws.

If you sell UNIVERSAL or UTILITY Hack Saws—even if you sell only a few dozen in a year—your customers will never have an opportunity for coming back because of poor Blades.

Every UNIVERSAL or UTILITY Blade is carefully made—carefully tempered—carefully examined before being bundled and packed for shipment.

You take no chances.

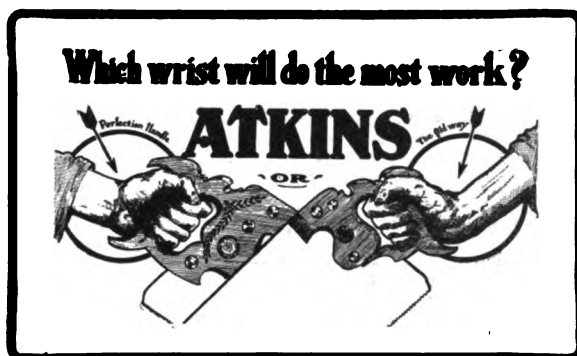
We can't afford to.

Want our Blue Book and prices?

**West Haven Manufacturing Co.
New Haven, Conn.**

ATKINS PERFECTION HANDLE

is an exclusive feature that will enable you to sell MORE Saws. Intelligent mechanics see the advantage at a glance and want them. They sell readily and easily.



When sold, the Quality satisfies your customer and his confidence in you is established. He smiles when he thinks of *your* store and comes back to see *you* with his friends.

ATKINS SILVER STEEL SAWS

are easy to buy. At your Dealer's, or write our nearest Branch, where a complete stock is carried for immediate delivery.

E. C. ATKINS & CO., Inc.

THE SILVER STEEL SAW PEOPLE

Home Office and Factory :

INDIANAPOLIS

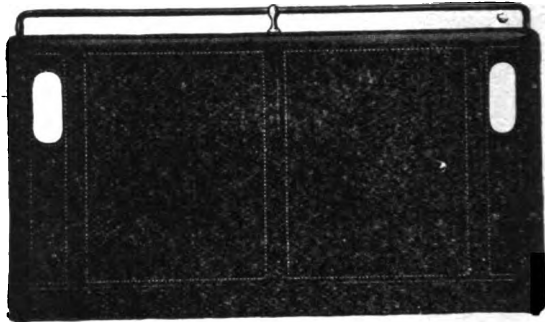
BRANCHES: {	NEW YORK CITY	ATLANTA	NEW ORLEANS
	CHICAGO	MEMPHIS	PORTLAND
	SAN FRANCISCO	MINNEAPOLIS	SEATTLE
		TORONTO	

McKINNON DASH COMPANY, BUFFALO, N. Y.

Troy, O. Cincinnati, O. St. Catharines, Ont.

DASHES, FENDERS

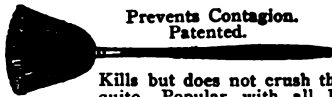
ROLL UP STRAPS AND
PROP BLOCK WASHERS



The Bigelow Wire Fly Killer

Indispensable for the Household

Prevents Contagion.
Patented.



Kills but does not crush the fly or mosquito. Popular with all Housekeepers.

Sanitary Wire Sink Brush

Will not rust. Non-Absorbent.
Patented.



No disease germ can adhere to the Brush. Sold by the Hardware Trade.

Send for Prices.



J. F. BIGELOW, MFR., Worcester, Mass. New York Agents, Wilson Bros., 107 Chambers St.

Dishless Holder.

SHELBY SEAMLESS STEEL TUBING

Greatest Strength-Least Weight
Saves using Solid Stock.

SEND SPECIFICATIONS-WE QUOTE PRICES.

SHELBY STEEL TUBE CO. General Sales Office PITTSBURG, PENN.
BRANCH OFFICES - NEW YORK - CHICAGO.

Quick
Adjustment,
Longer
Service.

No Screwdriver
Required.



Not how cheap,
but Quality and
Durability.

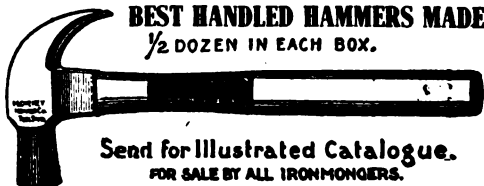
Write for trade
prices and circular.

THE SHEAR OF THE YEAR

KRAUT & DOHNAL,

Dept. H.

No. 168 S. Clark St., Chicago



Send for Illustrated Catalogue.
FOR SALE BY ALL IRONMONGERS.

Henry Cheney Hammer Co.
LITTLE FALLS, N.Y., U.S.A.

ADZ-EYE NAIL HAMMERS
Machinists' Hammers, Tanners, Blacksmith,
Farriers, Riveting.



Built for Work

We absolutely guarantee Armstrong's Pipe Cutting and Threading Machines, as to excellence of materials and workmanship. They are strongly made, light, compact and powerful, and built to last. Send for our catalogue.

THE ARMSTRONG
MFG. CO.,
291 KNOWLTON ST.,
BRIDGEPORT, CONN.

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STERLING

STERLING



STERLING
POWER HACK SAW
MACHINES AND BLADES
 REPRESENT STERLING VALUE AND SERVICE
 ARE **BEST** BY **TEST**
DIAMOND SAW & STAMPING WORKS BUFFALO, N.Y., U.S.A.

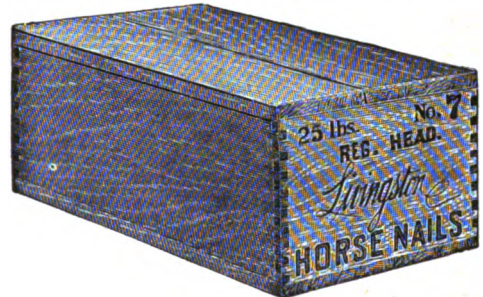
STERLING

STERLING

The
"VICTOR"



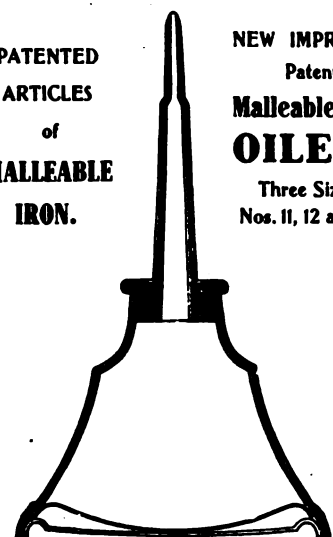
Write to-day for samples
MASSACHUSETTS SAW WORKS
 CHICOPEE, MASS.



The name stands for perfection in Horse Nails
LIVINGSTON NAIL CO.,
 104 Reade Street, New York

PATENTED
 ARTICLES
 of
**MALLEABLE
 IRON.**

NEW IMPROVED
 Patent
**Malleable Iron
 OILERS**
 Three Sizes,
 Nos. 11, 12 and 13.



HAMMER'S ADJUSTABLE CLAMPS,
HAMMER'S MALLEABLE IRON OILERS—3 Sizes,
HAMMER'S M. I. HANGING LAMPS.

NEW PATTERN Heavy Screw Clamps. Strongest in the Market. For sale by all the principal Hardware Dealers. Send for Price List.

Malleable Iron Castings of superior quality, and Hardware Specialties in Malleable Iron made to order.

HAMMER & CO., Branford, Conn.

PULLMAN Sash Balances

Are you selling them?



In Use
Everywhere

Send for new catalog.

PULLMAN MFG. CO.
 Rochester, N. Y., U. S. A.

McWhinnie Wheel Barrow Works
 POUGHKEEPSIE, N. Y., U. S. A.

Manufacturer of all kinds of Wooden, Steel Tray and Steel Tubular



Wheel Barrows
 for railroad, coal, stone, mortar and garden use.

Beware of infringing goods of short measure.



CARY'S Universal Box Strapping

Also manufacturers of all kinds of Wire Box Strapping, Corner Fasteners, Etc.

CARY MANUFACTURING CO.

19 and 21 Roosevelt St., NEW YORK

Cable Address: "CARLEIO"

Telephone: 1445 FRANKLIN



ROLLMAN CHOPPER

50¢ ~ 75¢ ~ \$1.50

The Best at the Price.

Sample to dealers at wholesale price.

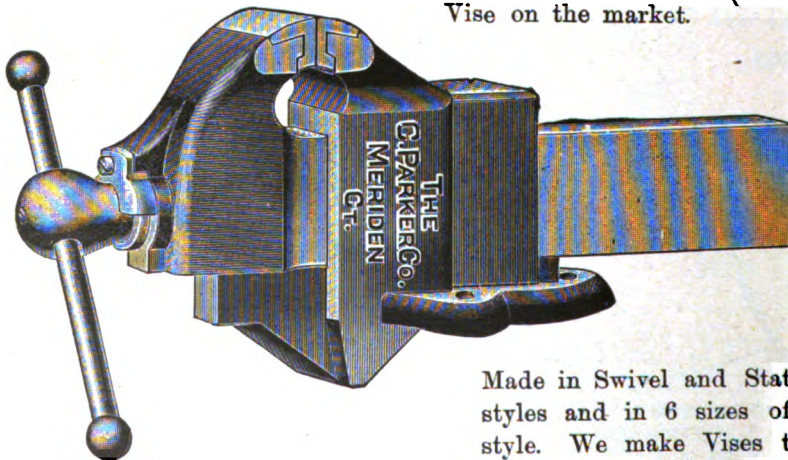
Express prepaid. Catalogue free.

ROLLMAN MFG. CO. MT. JOY, PA.

THE BEST AND LATEST IN VISES

The Parker Reinforced Slide

Solid Steel Bar running entire length of slide, making it the strongest Vise on the market.



Made in Swivel and Stationary styles and in 6 sizes of each style. We make Vises to suit

all trades and in all sizes, and when you buy a PARKER you get the Best.

THE CHARLES PARKER COMPANY,

N. Y. Salesroom, 32 Warren St.

Factories, Meriden, Conn.

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Yale & Towne Triplex Chain Blocks

have a power-multiplying mechanism that enables a boy with a 1-ton block to lift a ton. A strong man with a 20-ton block can lift 20 tons.

There is no danger, because the brake acts automatically, holding the load the moment pulling stops.

Hardware Dealers should carry a few Y & T Chain Blocks in stock •

YALE & TOWNE MFG. CO.

9 Murray Street, New York

SAY, HARDWARE MEN, LISTEN!

**If it's WILKINSON'S
it's the Very Best**

Ask the Engineer!



Are you looking for something good, something that does its own talking, sells itself? Have you the WILKINSON Force Feed oiler in stock? If not, you are not selling the best. Don't be a back number. Sell the very best. Don't waste that precious hot air trying to sell old out-of-date oilers. When you make a display of our Oilers in your show window, everybody stops to "rubber."

They are beauties. You will make no mistake in putting in a good stock—four sizes of them. They sell all right, and so is the price right. Gee! our half-pint size is a peach. Designed specially for automobile trade. Have you one with your auto? No? Then kick for it. When you buy an auto, insist on having a WILKINSON oiler with it. Write us. We will "show you": a postal will do. Remember it's no old thumb-pressure oiler; we invented and discarded that nearly 20 years ago, as patent records will show. Other inventions(?) have been copying ever since.

Wilkinson Manufacturing Company

69 Wall Street, New York

THE STANDARD TOOL CO'S



TWIST DRILLS



Why not sell tools that will satisfy your customers and bring return trade?—Tools that are guaranteed to be of the

HIGHEST QUALITY

CLEVELAND, O., and 94 Reade St., NEW YORK

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

We Have Often Told You that the Best Tools
on the Market are

Mayhew's Tools

WHY ?

Because they are made by experienced workmen, from the best material obtainable, most carefully finished and fully guaranteed. Catalogue sent on application.

H. H. Mayhew Co.

SHELburnE FALLS, MASS., U. S. A.

ADJUSTABLE-STROKE AUTOMATIC Center Punch

No. 18-A

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.



By simply turning the cap the force of the stroke is regulated, and light or heavy indentations made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 X of
Fine Mechanical Tools

The L. S. STARRETT CO., Athol, Mass., U. S. A.

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BEST KNOWN, SELL BEST



There is no question about that; it's so with all merchandise. ¶ Take for instance the Forks, Hoes, Rakes and other Farm and Garden Hand-Tools we have been making and selling for more than half a century. ¶ The public has learned from satisfactory experience to depend upon our brands for all that is desirable in high grade Hand-Tools. ¶ The names of our brands are familiar to tool-users everywhere. ¶ And they are demanded universally in preference to all others. ¶ They are the best known because they are the best made



And that is why they sell best.

¶ The standard brands of the world are :

"Ashtabula"
"Bolles"
"Batcheller"

"Ely"
"Ft. Madison"
"Geneva"

"Harriman"
"Jackson"
"Memphis"

"Otsego"
"Philadelphia"
"Utica"

Sold by Leading Hardware Dealers Everywhere

AMERICAN FORK & HOE COMPANY, Cleveland, Ohio

EXPORT OFFICE: 11 Broadway, NEW YORK

When you
sell Levels
—sell the
Right Kind.



COOK'S PATENT LEVEL.

A Tool you can sell quickly, profitably and satisfactorily to Carpenters, Masons, Bricklayers, and all who use Levels or Plumbs, is the

DAVIS & COOK LEVEL

The different Level—with the bulb seen in all positions. Under or over—or 10 feet away. You know the trouble with the old style bulb-in-the-top Level—useless unless you stand over them. For sale by all leading jobbers. Catalogue on application. Made only by

DAVIS & COOK, - Watertown, N. Y., U. S. A.

THE CALL
is for **PORTER'S**
"EASY" and "NEW EASY"



**BOLT
CLIPPERS**
(The Trade Protected)

H. K. PORTER, Everett, Mass.

RIVETING MACHINE



Automatic Wire Straight-
eners and Cutters
Riveting Machines
Cotter Pin Machines
Buckle Tongue Machines
S Hook Machines
Cold Roll Swaging Ma-
chines
Staple Machines
Butt Milling Machines
Butt Drilling Machines
Sprue Cutters
Special Automatic Wire
Forming Machinery

The F. B. Shuster Co.
Formerly John Adt & Son
New Haven. Conn.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Combination Pipe and Nut Wrench



Mr. DEALER:

Are the Wrenches that you are offering the trade the best in the market? If not, then they are not Bemis & Call's.

If you have made up your mind to increase your trade among the mechanics, then you need as first assistant Bemis & Call's Wrenches. They are acknowledged perfect in adaptability and construction.

Send for our Catalogue. It will interest you

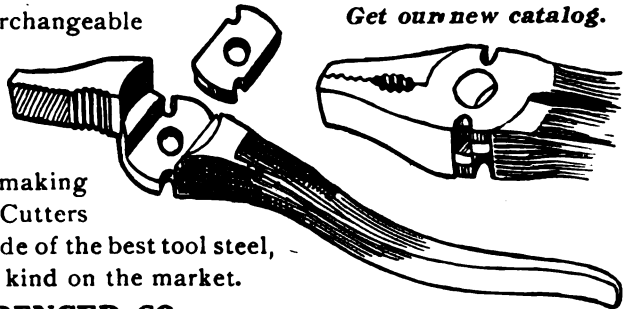
BEMIS & CALL HARDWARE & TOOL CO., Springfield, Mass.



**Adjustable
"S" Nut Wrench**

The Wire Cutters are interchangeable in **Hayden's Patent Combination Wire Cutters and Grip Pliers**. The tool is drop forged steel throughout, making the handles very stiff. Cutters are easily adjusted and made of the best tool steel, - the most serviceable of its kind on the market.

THE BILLINGS & SPENCER CO., Hartford, Conn.



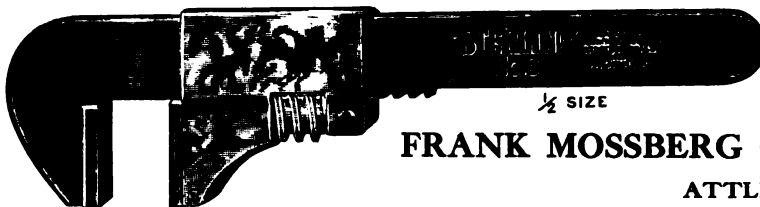
Get our new catalog.

BICYCLE, AUTO AND SHOP WRENCHES

Sizes from 5 to 11 inches.

SOLD ON THEIR MERITS. EACH WRENCH GUARANTEED.

Nickel Plated or Mottled Finished.



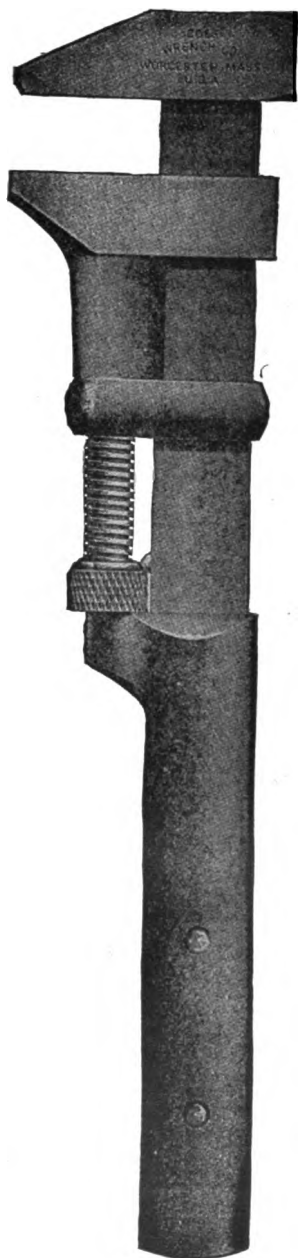
**Thoroughly
Casehardened**

$\frac{1}{2}$ SIZE

FRANK MOSSBERG CO.,

ATTLEBORO, MASS.

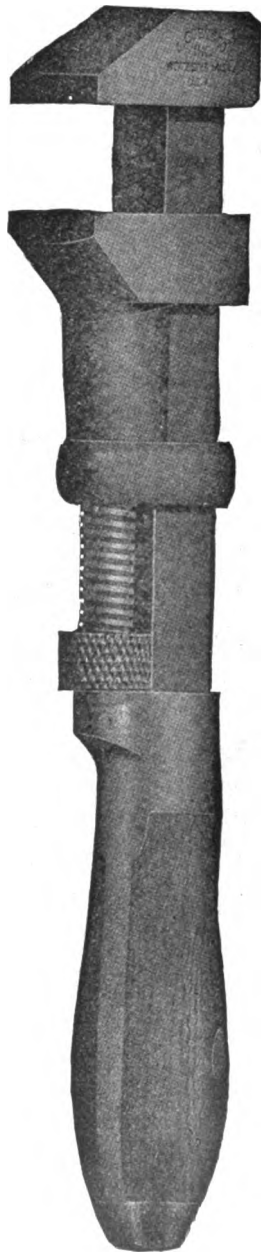
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When it Comes Right Down to
Good, Strong, Well Made
Wrenches There's Nothing Like
Coes' ^{Trade} "Knife-Handle" and
^{Mark}
Coes' "Steel



"Steel
Handle."



You machinists, steam engineers, and all who operate machinery know the value of STABILITY in a wrench and most of you know where to find it—in the Coes Wrench. Coes makes two wrenches—the Genuine "Knife Handle" Wrench and the New '91 "Steel Handle" Wrench. Each wrench is made for special service, and each fills that service admirably. Coes' "Knife-Handle" Wrench is THE Wrench for all ordinary use, and its adoption by the best shops proves its superiority. It is a wrench of few parts, simple and compact—the handle is the hardest of hard wood, mechanically secured at each end and reinforced at the center by a strong steel rivet—no splitting, no coming apart. This Wrench has a hardened Steel Bar and Jaw, Steel Castings in the Handle, Steel Hardened Screw, Rivet and Key, and is so thoroughly and strongly constructed that when the day's work is over it is always ready for more work. It is THE wrench for machinists—every time and all the time. Engineers, Miners, Brewers, all of you who cannot use wrenches that are affected by heat, moisture, or acids, here's Coes' All Steel Nut Tackler, and 'twill serve you well. This New Wrench of Coes is a corker—it's got to be to stand hard knocks. This Wrench is made to turn NUTS off, not the corners; an Extended Screw Support makes it almost impossible to do that. Most Steel Wrenches have a place for dirt to lodge—no place on the "Coes," a Ball Bearing Screw keeps it out. The Handle, an All-Steel Case, is fitted over the Shank and secured by two Steel Rivets and by upsetting the tip of the bar in the taper hole at the end of the handle. It's a strong wrench from every viewpoint— you'll never wear it out. These two Coes

Wrenches are sold at the lowest price at which the best made wrenches can be sold—steer clear of wrenches patterned after them and sold for less money. The substitute may look good, but it's the QUALITY that counts—"Coes" quality is a known quality. Ask for our Wrench Literature.

COES WRENCH COMPANY

Worcester, Mass.

SELLING AGENTS:

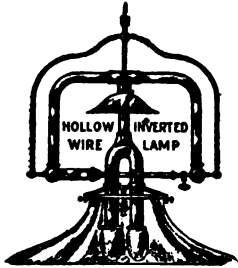
J. C. McCarty & Co., 10 Warren St., New York

J. H. Graham & Co., 113 Chambers St., New York

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Did You See the Circus this Summer?

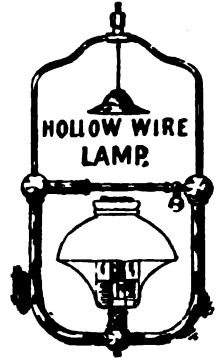
If so, you saw the



BOLTÉ & WEYER LIGHTS

as we light them all.

Were they not **THE BEST** you ever saw?



Our Store Lights are just as good. We want good Agents. Won't you become one? Easy to sell and big profits. Let us send you a Catalogue and quote prices. We make **LIGHTS FOR ALL PURPOSES.**

THE BOLTÉ & WEYER CO.

225-227 Michigan Street,

CHICAGO, ILL.



A **ROYAL GEM** will make your store as bright at night as during the day.

ROYAL GAS LIGHT CO.

209 E. KINZIE ST., CHICAGO, U. S. A.

We manufacture all kinds of Gasoline Systems and Lamps. Our Lamps have stood the test of time. Be your own Gas Trust. Be as independent as a Gas Trust. Buy the best, not a copy. Send for Catalogue.

We have satisfied *thousands* and we can satisfy *you*.



The 20th Century Mail Box

MADE OF No. 20 GALVANIZED STEEL

Box has spring lock; heavy glass panel with name plate. Two springs outside to hold papers.

RAIN PROOF SPRING HINGED SLOT COVER

Painted with aluminum bronze like U. S. mail boxes. Inside dimensions 10 x 5½ x 2¼ inches. Used for free delivery in **CITIES ONLY.**

HEISE & BRAUER, 66 Union Park Ct., Chicago, Ill.

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A Fine Light

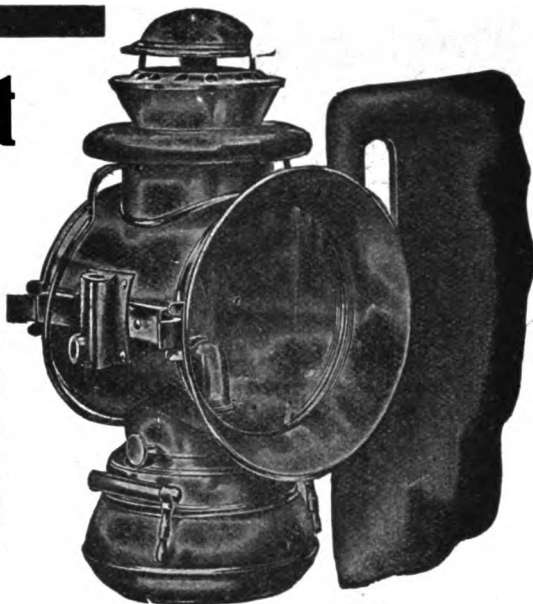
Under All Conditions

It matters not how hard the wind blows or how rough the roads are, Ham's Diamond Driving Lamp is built to stand the test.

It is handsome in appearance and is a great seller.

If any one of your customers who buys a Diamond Driving Lamp is not satisfied, kindly notify us, as we guarantee satisfaction.

Get our Booklet, Address Dept. "L."



C. T. HAM MFG. CO.

Rochester, N. Y.

Useful Holiday Gifts

PELOUZE

Reliable Postal Scales.

THE STANDARD EVERYWHERE.

"THEY TELL EVERYTHING AT A GLANCE."

Made in Several Sizes.

For Office, Store or Home.

National	4 lbs.	-	-	-	\$3.00
Union	2½ "	-	-	-	2.50
Columbian	2 "	-	-	-	2.00
Star	1 "	-	-	-	1.50
Crescent	1 "	-	-	-	1.00

The index starts at the top, very easy to read.

Liberal Profit to Hardware Dealers.

Buy of your jobber or send order direct.

Pelouze Scale & Mfg. Co., Chicago.

Mfrs. of Pelouze Celebrated Family Scales.



ROOFING SLATE

SLATE BLACKBOARDS

Established 1884

E. J. JOHNSON & CO.

38 PARK ROW, NEW YORK
QUARRIES: Pennsylvania and Vermont

Prices quoted delivered anywhere. Booklet and complete Price List on Application.

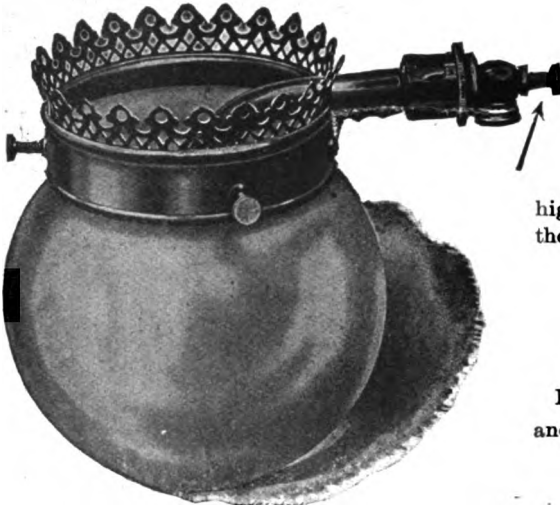
Wire Inquiries Given Quick Attention

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"THE WIZARD" INVERTED GAS LAMP

(Trade Mark)

(Patents Pending)



A New Creation in Gas Lighting. Electric effect at one-tenth the cost.

This Lamp is adaptable to both natural and artificial gas, either high or low pressure. It represents the acme of perfection in gas lighting.

A BRILLIANT LIGHT with a SAVING OF GAS at a LOW COST.

For the HOME, OFFICE, STORE and FACTORY.

SELLS AT SIGHT.

A very attractive display card will be sent upon request.

Write for information.

Cut $\frac{1}{8}$ actual size. 125 Candle Power. 2 foot Gas per hour. Mantle will outlast 3 Upright Mantles.

Manhattan Screw & Stamping Works, 202-206 West 11th Street, New York

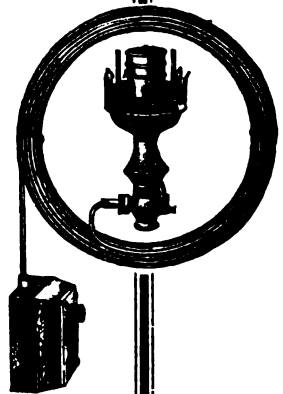
EASY TO SELL!

The OAKMAN SYSTEM of DISTANCE LIGHTING

People appreciate being able to light any gas jet in the house simply—by pressing a button.


You'll be asked to show it some day. Will you have it in stock? No reason why you shouldn't.

Booklet "D" will start you going. We'll gladly send it.



OAKMAN MFG. CO., 84-86 CHAMBERS ST., NEW YORK

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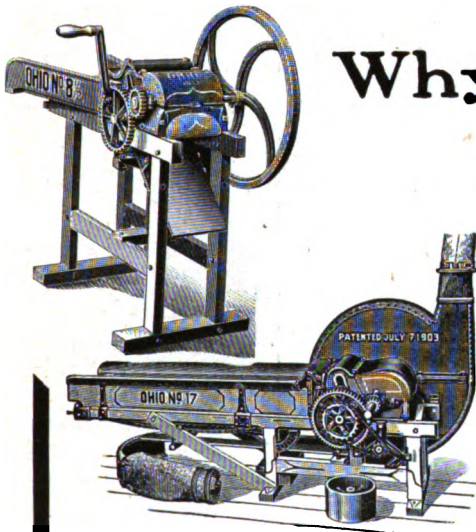



A ROLL OF HONOR

—is every roll of "Etna" Prepared Roofing, representing, as it invariably does, an article of the highest possible character offered at prices that render such excellence actually cheap.

We cordially seek correspondence from dealers in Roofing open to conviction, and in search of helpful roofing "light."

The McClintock & Irvine Company
Pittsburgh, Pa.



Why the "OHIO" Appeals to The Dealer

So many good features to talk about makes it a quick, easy seller.

Every wanted size from smallest of hand Cutters on up by easy steps to power Cutters and Blowers of 30 tons capacity per hour.



Its simplicity of construction means easy running. No other machine built can offer such immense capacity with such minimum power, or can stand up under such long and severe service.

Our catalog is yours for the asking. Just ask.

THE SILVER MFG. CO., 319 Broadway, SALEM, OHIO.



I'M A CINDERELLA

You may remember that "Cinderella" was the homely little drudge, who was not taken to balls, but who stayed home, did the dirty work, and took the rough treatment and abuse of the family. That's me—no amount of thumps and bumps or kicks and cuffs affect me. I'm built for just such hardships—sheet-steel, brazed seams, no "frills"—I'm just for solid business.

Shall we mail you a booklet?

5% McCLINTOCK & IRVINE COMPANY
PITTSBURG, PA.

CLARK'S Ash Can Trucks

All you have to do is show it and it sells itself.

A handy and useful article around furnace and cellar.

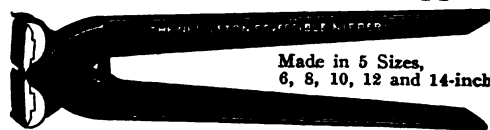
Frame of Truck is made of one piece of round steel, bent as to form two hooks to hook into bottom of can, while an adjustable hook on handle grips top of can and keeps it from slipping.

Send for 144-page catalogue of Trucks and Casters.

GEO. P. CLARK CO.
WINDSOR LOCKS, CONN.



The Nettleton Reversible Nipper



Made in 5 Sizes,
6, 8, 10, 12 and 14-inch

Every Pair Fully Warranted Against Flaws.

2 TOOLS IN 1

There are two fine cutting edges to each blade, each held in place by screws. Jaws unusually strong, easily reversible, adjustable and interchangeable.

6 and 8-inch made for cutting piano wire.

Send for Sample and Prices.

The Nettleton Mfg. Co., MIDDLETOWN, CONN.

New York Office and Salesroom: 157 Chambers St.

AN ALL STEEL BARROW

That is all steel; carefully put together · renewable shoes on legs; band around rim; tray double thickness at corners · weight carried well over wheel.

No. 85A Medium, 4 Cubic Feet Capacity
No. 89A Large, 8 "

SYRACUSE CHILLED PLOW CO., Syracuse, N. Y., U. S. A.



Established 1852

TUCK MFG. CO.

BROCKTON, MASS.

MANUFACTURERS OF

Fine Tools, Cutlery and Springs

NAIL SETS OF ALL SIZES AND KINDS

Send for Tool Catalogue



JACKS

for all purposes. Largest manufacturers in the United States.

A profitable line for dealers
Write for Catalog.

OLIVER MFG. CO.
215 So. Dearborn St. Chicago



"Sales increasing?"
"Yes." This is what the Jobbers say about Bonanza furnaces.

Why? The user is satisfied and pleased. Jobbers sell at factory prices. Cash must accompany all orders sent to factory.

No. 38, one gal. size, \$6.00 net, or
No. 39, 3 qts. size, \$4.50 net.

The Turner Brass Works

61 Franklin Street, Chicago, Ill., U. S. A.



YOU Need Such
a FURNACE as THIS!

Because the
**ARCHAMBAULT KEROSENE
FURNACE**

will save time and money for you. Here's how—It burns kerosene, that's cheaper than gasoline—then there is the burner, which gives heating capacity, greater than any other furnace. Just think the Archambault will melt a pot of solder in a gale of wind in less than 5 minutes. Its construction is simple—nothing to get on of order

—It is RELIABLE—DURABLE—ECONOMICAL.

MANUFACTURED BY
THE BARNES TOOL CO., New Haven, Conn.

National Broadcast Seeder

BALL BEARING

Packed one in a box. No Dust—No Rust

We cannot enumerate all the good points—space costs too much—but talk about being appreciative of inquiries! Write for catalog and see. Jobbers have our prices, too.

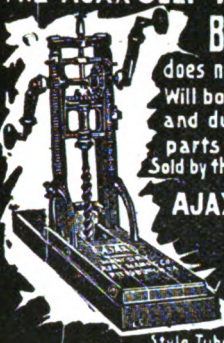
THE PRAIRIE MFG. CO.,

Indianapolis, Ind.



CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

THE AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger
Will bore to any depth: strong
and durable. All important
parts of malleable iron. --
Sold by the wholesale hardware trade

AJAX MANUFACTURING CO.
PITTSBURGH, PA.

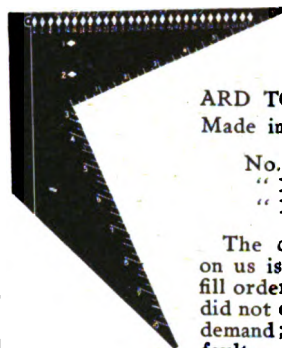
Manufacturers of the Ajax and
Phillips Wood Boring Machines,
Standard and I.X.L. Saw Gummers,
Collins Self Feed and Dudgeon
Style Tube Expanders, Cutters Swages, etc.



L. D. BERGER
59 N. SECOND ST.
PHILADELPHIA, PA.



THE NEW UNIVERSAL SQUARE



is proving itself
sure to become
THE STAND-

ARD TOOL of its kind.
Made in three sizes:

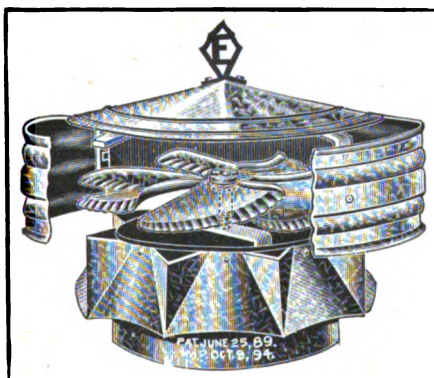
No. 6, 6 inches
" 10, 10 "
" 13, 13 "

The only kick coming
on us is that we did not
fill orders promptly. We
did not expect so heavy a
demand; it was not our
fault.

If you have tried to get this tool from your
jobber and become discouraged because he was
one who could not get his order for them, we
now advise you that this condition has been
overcome by our building a large country fac-
tory where they are being made by the thou-
sand, and every order, whether single or stock,
is shipped promptly. So, "Try, try, again."

DUBY & SHINN MFG. CO.

INCORPORATED
Home Office and Works:
LONG BRANCH, N. J. (Branchport Station)



Earl's Improved REVOLVING VENTILATOR

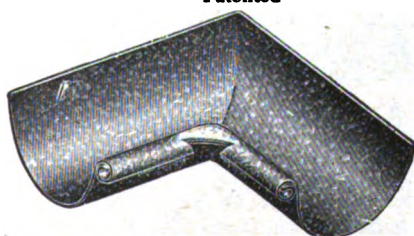
Runs in a self-lubricating bearing that is
not affected by heat or cold, and never
requires any oil or grease. The Fan re-
volves without any noise, producing a cur-
rent of air upward, which positively prevents
any down draft. Write for circular.

BERGER BROS. COMPANY

Tin Plate, Sheet Iron, Etc.
PHILADELPHIA

THE IMPROVED ONE PIECE MITER

Patented



No more broken corners, no more stopping
to make over or brace the commercial miter,
a *great saving in labor*. Nothing but the very
best galvanized iron is used. Made standard
sizes in either single or double bead, lap or slip
joint, inside or outside turn, are more roomy
at the bend. Cheaper and better than any
miter made.

Any other miter of similar con-
struction is an infringement.

Manufactured by

J. E. Whitacre Mfg. Co., Rockford, Ill.

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Time and Money Maker

OUR FOLDING AND ADJUSTABLE HANDLE DRAW KNIFE

A time-saver and money-maker for both dealer and user. Requires *less time to sell*, as its admirable points speak for themselves.



Saves the user's time, because it *will adjust to any position*, making itself adaptable to the most awkward places. Handles absolutely rigid when set. Made in 6 in., 7 in., 8 in., 9 in. and 10 in. lengths.

STRONG INDUCEMENTS TO THE TRADE

**Best Cast Steel
Handy and Compact**

Write for Prices and Discounts.

A. J. WILKINSON & CO.

180-188 Washington Street, Boston, Mass.

An Advertisement



**That
Pays**

"J-M" Asbestos Stove Mats are recognized as a household necessity and appeal to every housewife. Their small cost makes them particularly adaptable for use as an advertising novelty. We will print your advertisement on each, if desired. As an advertising proposition, these Stove Mats have no equal and the effect produced by them is lasting and profitable to the sender.

**WRITE NEAREST BRANCH FOR
FULL PARTICULARS**

H. W. JOHNS-MANVILLE CO.

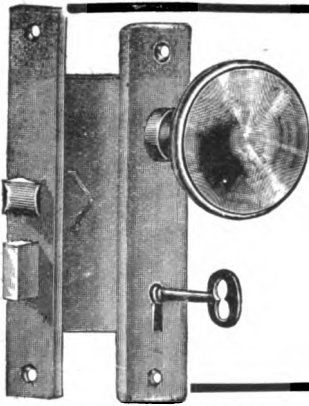
New York
Milwaukee
Chicago
Boston

Philadelphia
St. Louis
Pittsburg
Cleveland

New Orleans
Kansas City
Minneapolis
Dallas

San Francisco
Los Angeles
Seattle
London

408



Brass Goods Mfg. Co.

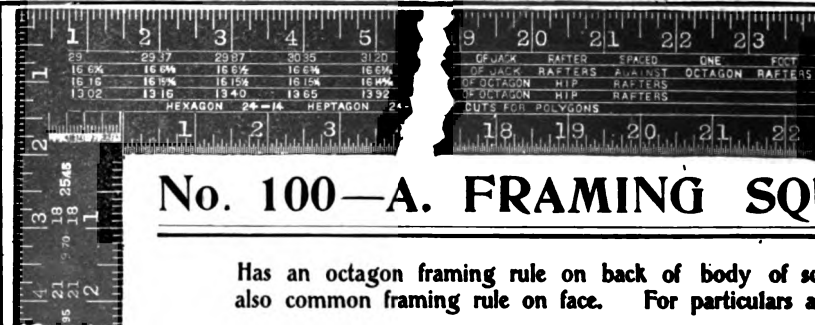
BROOKLYN, N. Y.

Manufacturers of

**BUILDERS' HARDWARE
REFRIGERATOR TRIMMINGS
BOX and CHEST TRIMMINGS.**

Special Goods Made To Order.

Write for Catalogue.



No. 100—A. FRAMING SQUARE

Has an octagon framing rule on back of body of square;
also common framing rule on face. For particulars address

NICHOLLS MFG. CO., - - - Ottumwa, Iowa

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

**OUR
NEW**

THE SPIDER

that will not scorch or burn even the most delicate dainty, sauce or gravy. Will not absorb grease or flavor. Does not get smeary, dirty, unsanitary. Always clean, sweet, hygienic. Never warps.

"NEVER-BREAK"



Name always stamped on the handle.

You should have our complete catalogue.

The Avery Stamping Co.
Cleveland, Ohio

Exclusive Manufacturers

Save $\frac{1}{2}$ Your Fuel

BY USING THE

ROCHESTER RADIATOR



Satisfaction guaranteed or money refunded. Over 100,000 of them in use.

Fits any stove or furnace.

Price, from \$2.00 to \$12.00.

We make the original and genuine "Rochester Radiator."

We do not sell to Catalogue houses.

We refer all inquirers to you from your town, when you carry a stock of our Radiators.

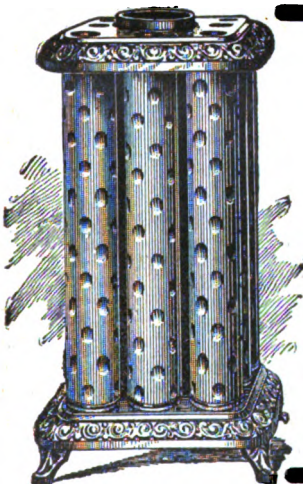
We guarantee our Radiators not to interfere with or choke the draft; they are easily cleaned.

One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater with perpendicular tubes.

Write for descriptive Catalogue and prices.

ROCHESTER RADIATOR CO.,

145 Furnace St., Rochester, N. Y.



Cut Down those Coal Bills

There's no better way to cut down big coal bills than with a NEW ERA Radiator.

You can attach the NEW ERA on any smoke pipe—whether from a Kitchen Range, a Warm Air Furnace, an Oak Stove or a Hot Water Boiler—and it's really surprising how much more heat the user will get from the same coal.

The NEW ERA not only generates warm air, but it acts as a governor of combustion—retards the combustion just enough to get every heat unit out of the fuel.

Now is the time to get our Special Proposition.

A postal card will bring it to you!

WILMOT CASTLE COMPANY,

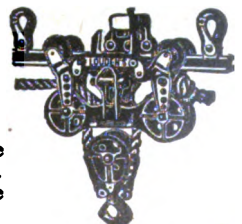
81 Elm St., Rochester, N. Y.

LOUDEN GOODS

Hay Carriers, Hay Forks, Hay Slings,
Hay Rack Irons.

BARN DOOR HANGERS

Feed and Litter Carriers, Self Opening Ice
Tongs, and other Hardware Specialties.
"Positively no goods sold to Catalogue
Houses." Send for Catalogue.



LOUDEN MACHINERY CO.

Fairfield, Iowa

IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

"Grand Rapids" Ball Bearing ALL STEEL SASH PULLEYS

are the only Steel Sash Pulleys made with solid steel balls running on a turned steel axle.

Every Dealer Should Write for Free Samples and Prices

We are the largest makers of Sash Pulleys in the world. The "GRAND RAPIDS" are the greatest sellers. *Get the Genuine.*

GRAND RAPIDS HARDWARE CO.

13 PEARL STREET,

GRAND RAPIDS, MICH.



Ives' Patent Window Stop Adjusters

PREVENTS DRAFTS, DUST AND WINDOW RATTLING



PATENTED



The only Stop Adjuster made from one piece of metal with solid ribs and heavy bed that will not cup, turn or bend in tightening the screw.

MANUFACTURED ONLY BY

THE H. B. IVES CO.

NEW HAVEN, CONN., U. S. A.

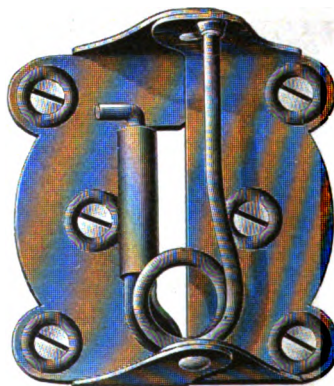
(Fifty-page Catalogue Mailed Free)

DOLLAR DOOR SPRINGS

that are simple—
durable—
effective—
cheap—

Hold the door open or closed.
Write to-day for price.

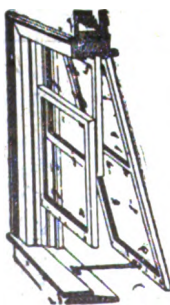
The Middletown Manufacturing Co.
MIDDLETOWN, OHIO



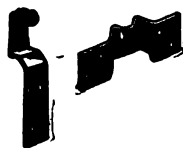
The
Buckeye
Steel Hold
Back
Screen
Door Hinge
is a Dandy

*Ask us
about it*

**THE SHELBY
SPRING HINGE
CO.**
Shelby, O.
U. S. A.



For Ventilation



"THE SENSIBLE"

Storm Sash and Screen Hanger
and Fasteners

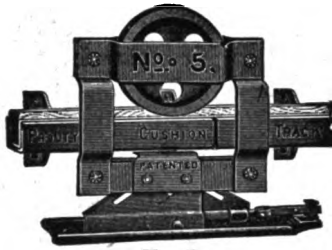
An ideal ventilator that forms
a perfect lock when closed.

For sale by all jobbers of the
Northwest. It is the ONLY
tight-fitting Hanger in the mar-
ket. Write to-day for particulars.

MANUFACTURED BY

R. G. WINTER MFG. CO., Milwaukee, Wis.

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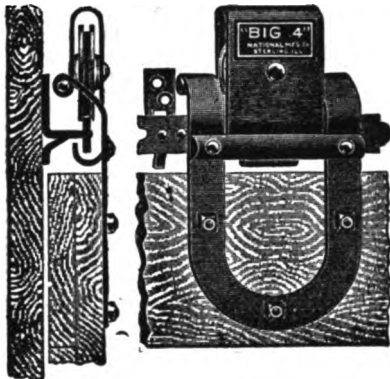
No. 5

SELL THE BEST

The Prouty No. 5 Cushion Track Hanger will relieve your builder from all the trouble he has previously experienced in Parlor Door Hangers and will save him hours in putting them up. Thousands of sets sold and not a complaint from anyone. Try them and convince yourself.

T. C. PROUTY CO., Ltd., Albion, Mich.

NEW YORK OFFICE, 23 Warren Street



"BIG 4"

Flexible Door Hanger

*Anti-Friction - Cannot Jump the Track
Exclusive Sale Given*

National Mfg. Co.
STERLING, ILLINOIS

See that hook For removing tin caps from Bottles

10c



PAT. APP. FOR

A Big Leader at 10 cents.

Address TAYLOR MANUFACTURING CO., Dept. B., Hartford, Conn.

"YANKEE"

Can and Bottle Opener

OPENS ANYTHING

In the shape of a Can or Bottle



The "PHENIX" HANGER and FASTENER

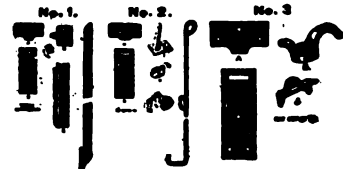
Solves the problem how to hang and fasten entire Screens and Storm Windows.

We have them to sell at 10, 15, 20 and 30 cents per set. For catalogue and trade discounts address

Phenix Mfg. Company,

624 Center Street,

MILWAUKEE, WIS.



The Only Perfect Door Rail and Cap

Bird and Sleet proof. Door closes absolutely tight.

The ONLY Hanger that will adjust itself automatically to doors of from one to four inches in thickness, no matter how much out of plumb the wall may be. Is roller-bearing, fitted to the rail in such a manner that the door

CANNOT JUMP THE TRACK.

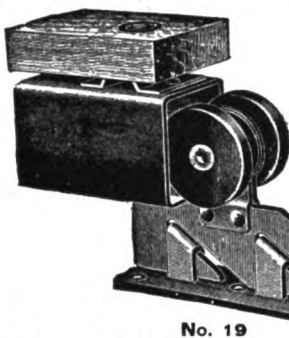
Manufactured only by

AUTOMATIC DOOR RAIL COMPANY
624 W. Lake Street. CHICAGO, ILL.



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

Thousands in Use and the Demand Constantly Increasing



RICHARDS' HERO TROLLEY BALL-BEARING HOUSE DOOR HANGER

Noiseless fibre wheels. Wood header is furnished with track and is easily put up. Track can be easily adjusted or taken down after walls are plastered.

No. 19

MANUFACTURED BY

THE RICHARDS MANUFACTURING CO., Aurora, Ill., U.S.A.

NEW YORK OFFICE: 101 Reade Street

Door Hangers for Sliding Doors of Every Description
SEND FOR CATALOGUE

Mounted Grindstones



SUPERIOR FLOOR SPRING HINGES AND DOOR HOLDERS

Best and Neatest Yet.

Order from your Jobber. If he hasn't them, write us, but take no substitute
SUPERIOR SPRING HINGE CO., 15 South Canal St., CHICAGO



For the 5 and 10 Cent Counter

ABSOLUTELY NEW

A Shelf Bracket

WITH SCREWS ATTACHED

A New Feature. By means of the ingenious device (patent applied for) illustrated herewith, **the Screws for each Bracket are attached to the Bracket itself.** This method of packing the goods has been found to be a great convenience where a large counter business is done. **The Clerk** can attend to an increased number of sales.

The Customer will not reach home to find that the wrong sizes have been put up, or perhaps that the screws have been omitted altogether.

Write for circulars showing full line of Brackets, Coat and Hat Hooks, Spoons, etc.

THE ATLAS MFG. CO., New Haven, Conn., U. S. A.

New York Representatives: J. C. McCARTY & CO., 10 Warren St.

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WE want to interest the prospective buyer in some one of Our Two Hundred Specialties. Write and mention the article and we'll tell you something about it and give you the price.

WILCOX MFG. CO., Aurora, Ill.




MONITOR SASH LOCKS

Never Break

You sell them and your customer wants them because they are the best.

**The Champion
Safety Lock Co.
GENEVA, OHIO**

This is
it 

Universal



Screen Door Catch **LIVE DEALERS
WILL HAVE THEM**

Lowest Priced LOCKING Screen Door Catch on the Market

EASILY PUT ON. NO MORTISING OR CUTTING

Holds Door Firmly Shut When Closed

PUSHING DOOR RELEASES CATCH

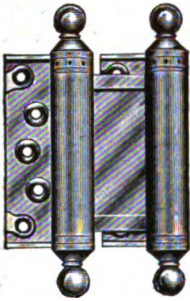
If your Jobber cannot supply them write us for list of those having them in stock

MANUFACTURED ONLY BY

Peck, Stow & Wilcox Company
CLEVELAND, OHIO, U. S. A., and NEW YORK, U. S. A.

CHICAGO SPRING BUTTS

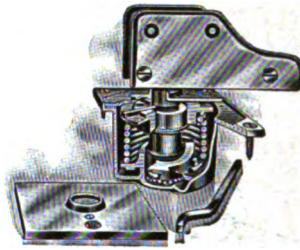
A PRODUCT OF RECOGNIZED SUPERIORITY



TRIPLE-END SPRING BUTT



CHICAGO SPRING BUTT

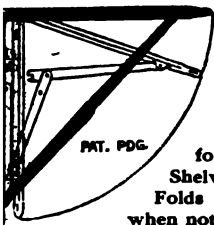


CHICAGO FLOOR HINGE

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Chicago Spring Butt Company
CHICAGO CATALOGUE ON REQUEST NEW YORK



GRIFFIN'S FOLDING BRACKET

PAT. PDG.
Best and only Bracket for Folding or Swinging Shelves.
Folds down against the wall when not in use. Locks automatically when lifted up.

Griffin's Pressed Steel Shelf Brackets

(PATENTED.)

Are the strongest, best finished and best selling goods on the market.



Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
ERIE, PENNSYLVANIA

STANLEY'S STEEL CORRUGATED STRAP and T HINGES



LEADERS IN THEIR LINE

For Sale by All Jobbers

Send for "Autobiography of a Yankee Hinge." Mailed Free

THE STANLEY WORKS

79 Chambers St.,
New York

NEW BRITAIN,
CONN.

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BOMMER

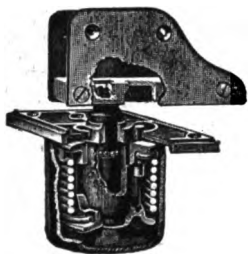
SPRING HINGES

ARE QUALITY GOODS



**IMITATED
BY ALL**

**Reject All
Substitutes**



**EQUALLED
BY NONE**

**Bommer's
Cost No More**



Your Jobbers Can Supply Them

Manufactured by **BOMMER BROTHERS, Brooklyn, N. Y.**

Established 1876

COLUMBIAN

**NOT
SIMPLY QUALITY
GOODS
BUT A MITE BETTER**

**COLUMBIAN
WROT-STEEL
SCREEN DOOR
SPRING HINGE**

**TRIPLE COILED,
COVERED,
SMOOTH ACTING,
STEEL SPRINGS**



HOLD-BACK.

**5 PARTS.
CLEAN CUT AND
SYMMETRICAL.**

**Ask for
"SCREEN DOOR FIXINGS"
CATALOG**

THE COLUMBIAN HARDWARE COMPANY

**168 CHURCH STREET
NEW YORK**

CLEVELAND, OHIO, U. S. A.

**26 E. LAKE STREET
CHICAGO**

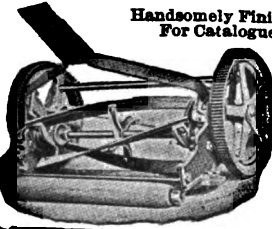
IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

BUCKEYE LAWN MOWERS

Plain and Ball Bearings.
High and Low Wheels.

Improved and
Up-to-date
Construction.

Handsomely Finished.
For Catalogue and Prices
Address Dept. C.



**MAST,
FOOS
& CO.,**

Springfield,
Ohio.

THE METALLIC Basket Grass Catcher

Is made of Galvanized Wire. It fits any
lawn mower, and may be attached or
detached instantly. It is light, strong
and durable. Prices, No. 1, \$1.50;
No. 2, \$1.75. The Hardware
Jobbers sell them.



**GET
THE
BEST**

Address **PERRY DIXON CO.**
Merriam Park, ST. PAUL, MINNESOTA

COLDWELL

LAWN MOWERS

On the parks of Greater New York are more
than 600 Coldwell Horse and Hand Lawn Mowers
that have been used constantly during the cutting
season for the last ten years.
This speaks for itself.

COLDWELL LAWN MOWER CO.
33 Coldwell Street, NEWBURGH, N. Y.



Display Card, 7 1/4 x 7 inches.

THE FILE'M QUICK Skate Sharpener

Simple Practical
Most Popular Sharpener on the Market

Holders have gun metal finish. Files have four cutting
edges. Mounted One Dozen on handsome
exhibition easels.

QUICK SELLER
Now is the time to order

LARGE PROFITS
Sold by leading jobbers

THE OSBORN MANUFACTURING CO.

CLEVELAND, O.

Don't Delay

Order Now

Easy Emptying Grass Catchers

are now made with

Galvanized Steel Bottoms

having adjustable Front Flange,
as well as with regular duck bot-
toms. Made in two sizes, which
fit any size or make of lawn
mower, and are guaranteed
to give entire satisfaction.
Sold through Hardware Job-
bers. Manufactured by



**The Specialty
Mfg. Co.**

St. Anthony
Park, Minn.

C. G. Hussey & Company
PITTSBURGH, PA.

Manufacturers of

COPPER

.... IN

Sheets - Plates - Rolls
Copper Nails and Tacks

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.

The Bissell Factories and Branch Offices

**Largest and only
Exclusive Manu-
facturers of Car-
pet Sweepers in
the World : : :**



Main Factories and General Offices: Grand Rapids, Mich. Branch Factories: Toronto, Canada; and Paris, France.

Eastern and Export Offices and Warehouse: 25 Warren St., New York.

British Warehouse and Offices: 38 Wilson St., Finsbury Square, London.

We have agencies in over 30 different foreign countries, the Bissell Sweeper being sold in every civilized country where carpets and rugs are used.

Our present capacity is 3,000 domestic size and 4,000 toy sweepers per day of 10 hours, or 6 regulars and 6½ toys per minute.

Our floor space now aggregates between 4 and 5 acres.

We are the largest consumers of 2½ in. bristles in the world.

The Bissell is ten times the largest factory in the world devoted exclusively to the manufacture of carpet sweepers.

The Bissell Sweeper has met all competition in this and foreign countries, and by its recognized superiority in mechanism, extensive advertising, and the soundness of the business policy under which it is exploited, commands the bulk of the trade everywhere.

The Bissell **ONLY** is sold at fixed retail prices that guarantee to the dealer a good profit.

Write for our CHRISTMAS OFFER, the most liberal we have ever made.

BISSELL CARPET SWEEPER CO., Grand Rapids, Mich.

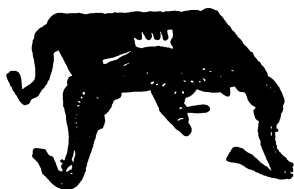
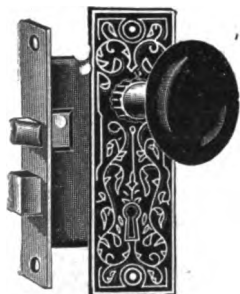
The Taylor & Boggis Foundry Co.

CLEVELAND, O.

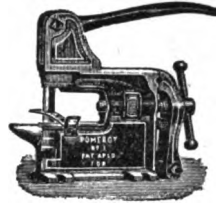
MANUFACTURERS OF

LIGHT GRAY IRON CASTINGS. BUILDERS' HARDWARE.

**Dampers, Damper Clips, Oil and Gas
Stoves, Furnace Lamps, Molasses
Gates, Letter Boxes Hardware Spec-
ialties.**



IN ANSWERING ADVERTISEMENTS IT IS DESIRABLE THAT YOU MENTION HARDWARE DEALERS' MAGAZINE.

THE
"REX."THE
"PONY."THE BEST YET,
NO. 20.THE
NO. 1.THE NO. 3,
WITH FOOT POWER.

FOR SETTING TUBULAR AND BIFURCATED RIVETS

This Line of Riveters Is Guaranteed

To be made of **MALLEABLE** iron and to be free from imperfections in workmanship or material.

PROVE IT TO YOUR CUSTOMER ?

Well try this; throw one on the floor (at our risk), then treat any cast iron riveter the same (at your own risk) and see if it doesn't result in a sale and a **SATISFIED CUSTOMER**.

ORDER BY NAME.

SOLD BY ALL JOBBERS.

MADE ONLY BY

F. H. SMITH MFG. CO., Chicago, U.S.A.



For Sale Everywhere.
Send for Catalogue.

LUFKIN

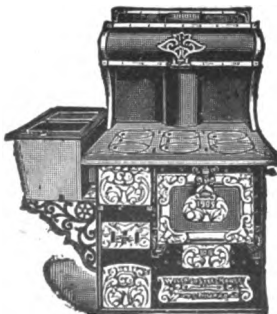
TAPES AND RULES

Are the Best in the World.

Made by **THE LUFKIN RULE CO.**

Saginaw, Mich., U. S. A.
New York London

TO CLOSE OUT ONE THOUSAND 400-lb. SIX HOLE STEEL RANGES



These Ranges Formerly Retailled at \$40 Each.

On account of change in patterns I will close out the entire lot

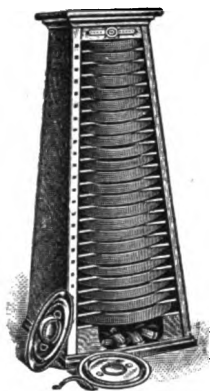
At \$15 Each

They have six 8-inch lids; Top Cooking Surface, 30 x 34; Large Warming Closet; 15-Gallon reservoir; Oven 17 x 21 x 12; Duplex Grates; Burn Wood or Coal. Lined throughout with Asbestos. *Guaranteed strictly first-class in every respect. Big snap for cash buyers.* For particulars, address

WM. G. WILLARD

Room No. 59 Willard Bldg, Chestnut St., near 4th St., St. Louis, Mo.

CONSULT BUYERS' REFERENCE TO ADVERTISEMENTS ON LAST PAGES.



THIS
Pot Cover Cabinet
 FURNISHED WITH OUTFIT
 OF OUR NEW
Spring-In Handle
Pot Cover



Adjusting a Spring-in Handle.

For further information write

LASHER MFG. CO., Inc., Davenport, Iowa

BUILDING PAPERS

A line of all grades suitable for the Hardware and Building Trades.

Write for **SAMPLE BOOK** and prices.**C. B. HEWITT & BROTHERS**

Headquarters for Hardware Wrapping Papers and Woodworking Glues.

48 Beekman Street,**NEW YORK CITY**

Eastern Agents for CONGO Never-Leak Roofing—Send for Samples and Price List.

"GLOBE" VENTILATOR

and "Globe Ventilated Ridging" are
Simple, Symmetrical, Storm
Proof, Satisfactory.

The "Globe" is built on honor and sold on merit.

Patented and
Trade-Mark
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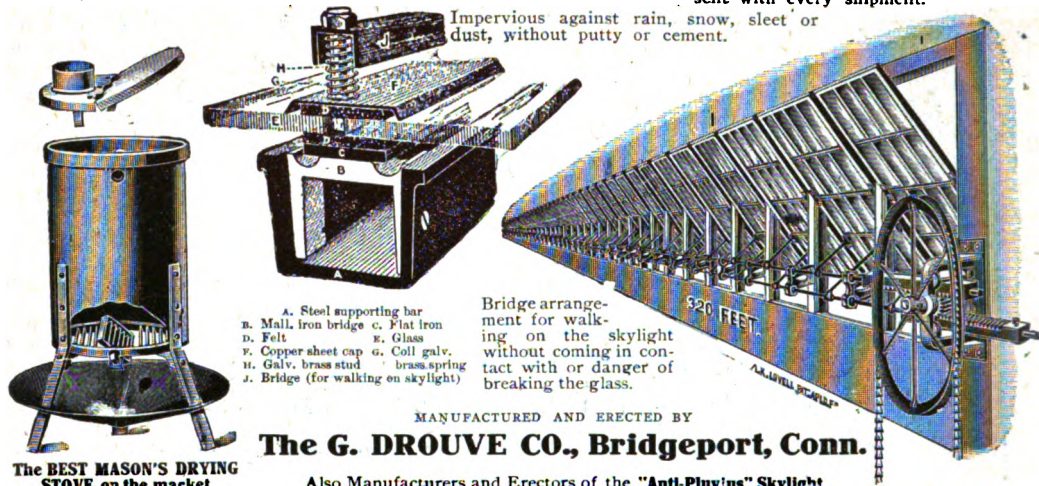


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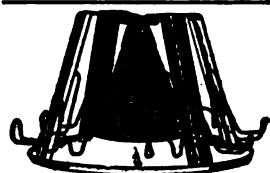
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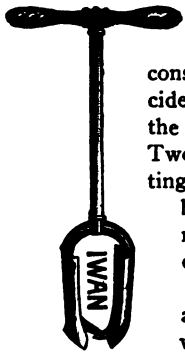
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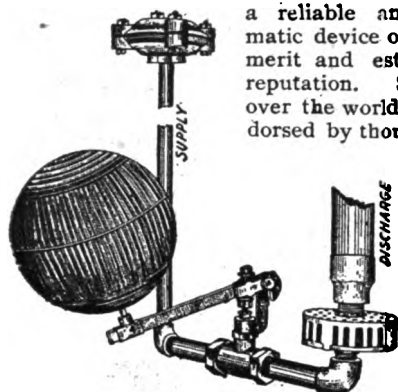
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